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TO BE APPOINTED

Niagara College is governed by a volunteer Board of Governors, a group of community-minded citizens interested in education and in maintaining Niagara College as a strong educational force in the Niagara Region.

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N-COMPASS

NIAGARA COLLEGE AND OUR COMMUNITY

QUOTE OF THE DAY...

Speaking about Niagara College at the groundbreaking ceremony for the new Glendale Campus, Norris Walker of Walker Brothers Quarries said: "Few others do so much for so many in our community. Our own company has experienced this

by hiring their graduates and certainly sending many of our employees back for additional courses." He encouraged others to get on the "Niagara College bandwagon." "Few other non-profit organizations are as worthy of such backing," he said.

Niagara College breaks ground for new campus

Niagara College took a giant step towards the next century when it broke ground for its new Glendale Campus on June 13.

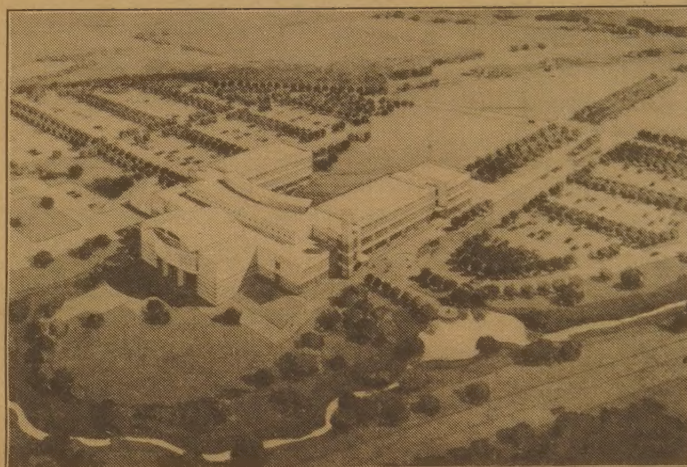
Located at the intersection of the QEW St. Catharines/Niagara-on-the-Lake and the Glendale Avenue exit, the new campus sits on a 50-acre parcel of land neighbouring the Foster Wheeler building and White Oaks Inn and Racquet Club. It is nestled under the Niagara escarpment.

"Our enrolment has increased by 50 per cent since the late 1980s, and more people than ever before are taking contract training and Continuing Education courses," said Niagara College President John Saso. "We did not want to jeopardize our ability to continue delivering the quality programs on which the people of the Niagara peninsula have come to depend. The best solution was to update the facilities we could and build the new facilities we need."

Total cost of the project, including \$10.3 million allocated to renovations and upgrades at the Welland Campus, is \$43.7 million. A provincial grant announced last year provided \$32 million, with \$5.7 million coming from the sale of the St. Catharines Campus, lease savings on other campuses and other sources. The remaining \$6 million will be realized through private donations.

Chief executive officer and vice-chair of the Niagara College Foundation Lawrence Naftulin organized the fundraising drive. "This has been a very gratifying experience," he said. "The amount of public support we have received to date from industry and private individuals is indicative of the very high degree of regard the Niagara peninsula has for Niagara College and what we offer." Donations totalling more than \$3 million were announced at the ground breaking ceremony, including two donations of \$500,000 each.

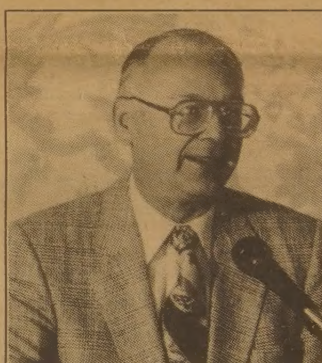
The new campus will house the School of Business and Entrepreneurship, the Centre of Specialization in Health Sciences and the School of Environment, Horticulture and Agribusiness. A full range of Continuing Education courses will also be offered.



Above: Moffat Kinoshita Associates Inc.'s rendering of the Glendale Campus located near the QEW in Niagara-on-the-Lake.

Left: Norris Walker of Walker Brothers Quarries speaks at the pre-groundbreaking ceremonies held at White Oaks Inn.

Below: Mike Dietsch, Lord Mayor, Niagara-on-the-Lake, Brian Merrett, Chair, Regional Municipality of Niagara, and John Saso, President of Niagara College break ground on the site of the new campus. Photos by Thies Bogner.



"Growth: the only evidence of life."

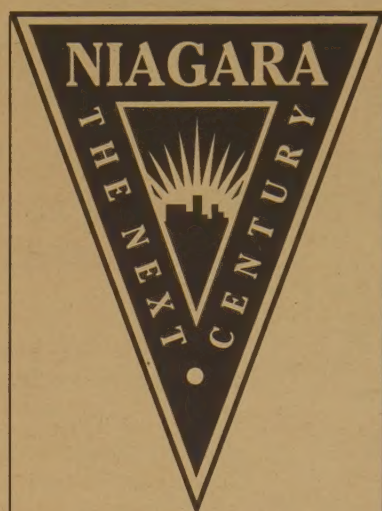
Cardinal Newman, 1801-1890.



SUMMER 1995

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N-Compass 1



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Campaign Connection

ISSUE NUMBER ONE • JUNE 30, 1995

From Larry Naftulin, Vice-Chair and CEO of the Niagara College Foundation:

Welcome to the first edition of *Campaign Connection*, which will keep you up to date on the latest news of our capital campaign, *Niagara: The Next Century*.

In its 27 years the College has become an educational, economic, and social pillar of our Peninsula. It's become the choice for high school graduates looking for a solid career education. It's been the answer for the unemployed seeking hope and training. Men and women looking to reenter the workforce or discover another career path have come to the College, as have university graduates in search of the kind of practical, hands-on programs that can lead to jobs. It's the Peninsula's leader in lifelong learning and professional certification. And our Region's employers have come to the College to set up training programs for their employees, year after year in many cases.

For a long time Niagara College was too busy growing - we now serve the equivalent of 6% of the Peninsula's population every year - to devote its full attention to addressing the physical space requirements. But no longer. The launch of our Capital Campaign means now we will devote our efforts to ensure that the College will be ready to deliver high-quality programs and services well into the next century. Thus, our Capital Campaign marks the dawn of a new era for Niagara - the College and the Peninsula.

On behalf of Niagara College, its Foundation, and the members of the Capital Campaign Cabinet, I would like to thank the following individuals and companies for their generous pledges of support (this list includes all pledges as of June 23, 1995):

\$500,000

Walker Brothers Quarries, Thorold
Anonymous

\$300,000

QUNO Corporation, St. Catharines

\$100,000

Canadian Tire Acceptance Ltd., Welland
GenCorp Corporation, Welland
Mori Nurseries Ltd., Niagara-on-the-Lake
Westbrook Floral Ltd., Grimsby

\$75,000

Basic Technologies Corp., Welland
TRW Canada Ltd., St. Catharines

\$60,000

The Bank of Montreal
Niagara Credit Union, St. Catharines
The Royal Bank Group of Companies

\$50,000

Court Industries Co. Ltd., St. Catharines
Hayes-Dana Inc., St. Catharines
The PBB Group Inc., Fort Erie
Rogers/Maclean Hunter
The Rotary Club of St. Catharines
James Urlocker, St. Catharines

\$25,000 - \$49,000

The Branscombe Foundation, Niagara Falls
Canadian Imperial Bank of Commerce
Canadian Niagara Power Company, Fort Erie
Commissio's Food Terminal, St. Catharines
Lubrizol Canada Ltd., Niagara Falls
Pilot Insurance Co., Toronto
The Rotary Club of Welland, Welland

\$10,000 - \$24,000

Brock Ford Mercury Sales Ltd., Niagara Falls
Canada Trust
Club Roma, St. Catharines
Dominion of Canada General Insurance, Toronto
Family Savings & Credit Union, St. Catharines
Farr Mercury Sales Ltd., Welland
General Accident, Toronto
Honeywell Canada, North York
Ed Learn Ford Sales Ltd., St. Catharines
Mutual Life of Canada, Waterloo
Nemeth Lincoln-Mercury, St. Catharines
Niagara Duty Free Shops Inc., Niagara Falls
ScotiaBank
Sheehan & Rosie Insurance Ltd., St. Catharines
Al Slattery Ford Sales Ltd., Welland
TD Bank



Connect with us

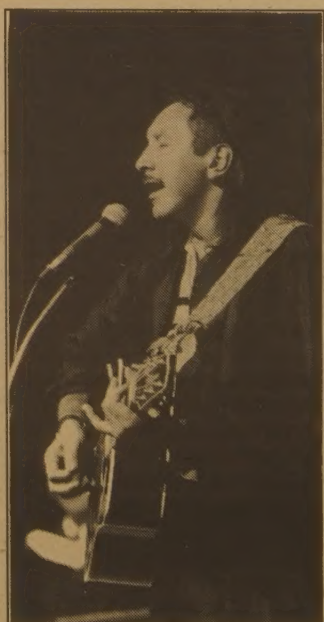
Look out for *Campaign Connection*, the new newsletter published by Niagara College Foundation. Issues will be appearing bi-monthly to keep you informed about the progress of Niagara College's Capital Campaign and the involvement and support within our community.

Copies of the newsletter and more information about the Capital Campaign can be obtained from Niagara College Foundation
P. O. Box 20162
Grantham Postal Outlet, St. Catharines ON L2M 7W7
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Fax (905) 641-2611.

Lawrence Martin entertains convocation crowd

Juno Award winner and former Mayor of Sioux Lookout, ON., Lawrence Martin delivered the keynote address in entertaining style by singing part of his presentation, at the college's June 14 graduation ceremony. He was presented with an Honorary Diploma in Human Relations by College President John Saso.

Martin won a Juno Award for his music, which is a unique blend of Native, country and folk music. His music is a reflection of his Native culture, his personality and his dreams and reaches out as an invitation to share his journey. He was also the first Aboriginal mayor elected in Ontario.



Lawrence Martin. Photo: Thies Bogner

It was the college's 28th Annual Spring Convocation ceremonies with almost 1,000 students graduating on June 13, 14 and 15.

Garries family graduates

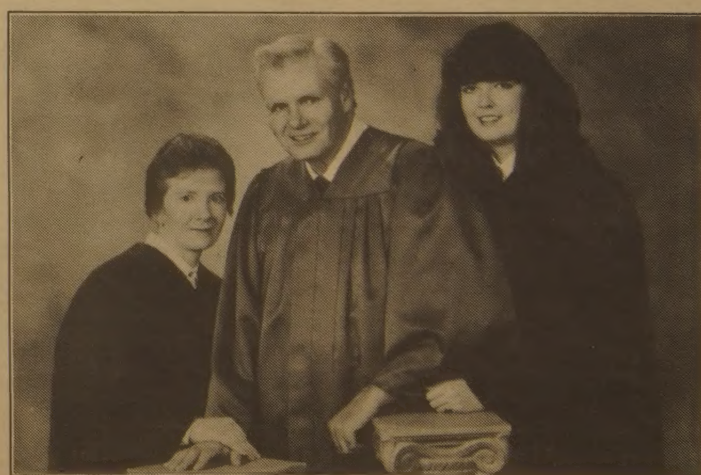
Convocation was a family affair for the Garries of Fort Erie; father Gary, mother Barbara and daughter Sally all graduated from the college's Nursing program on June 13.

To say it's been an interesting three years for the Garries would be an understatement.

"You could say that I learned a lot about my relationship with my wife and daughter," Gary said. "I did have a wonderful time and really enjoyed doing this with them. The only regret I had was that I didn't do it a few years earlier."

For Gary Garries, he is entering his fourth career and admits "this is my last one."

He spent four years as a plumber, three years in a rock and roll band and close to 20 as a horse trainer, most at the Fort Erie Race Track. Now, he is "really looking forward to contributing to the health care industry."



The Garries family, from left: Barbara, Gary and Sally.

"I've done everything I wanted to do - I've lived a very charmed life," he said. "I really love giving care to people. Dealing with the death of young people is probably the most difficult part of this job. I think with all of us being in the same field, as a family we can discuss our feelings and emotions. We can support each other because we all realize what we're going through," he said.

The Garries recently spent two days in Hamilton writing their registration exams administered by the College of Nurses of Ontario. "We just wrote the exams from hell," Gary said. "And now we have to wait six to eight weeks for the results, then it's time to head into the work force."

During all of this, the family was also planning Sally's wedding held on June 17.

Technology student reaching her goals in computer engineering

Corina Sobey received the shock of her life on her first day of classes in the Engineering Technology program — out of 225 students, she was one of only five women.



Photo: [Sheryl Thornton]

"I was dumbfounded," she laughed. "Just flabbergasted. I had no idea it was a male-dominated program. It never crossed my mind. My only experience with computer courses before this was in high school, and there were lots of girls in those classes."

Sobey began the four-year Engineering Technology program in 1992. The program allows its learners to specialize in one of four fields after term three and also offers co-op work placement. Sobey chose Computer Engineering Technology as her field of specialization. Her other choices were electrical — power systems, electronics, or micro-electronics.

Despite the fact that Sobey's grades at Ridgeway-Crystal Beach High School had always been very high, her career path was not without a few bumps and detours. After graduating in 1987, she spent the next five years in a variety of jobs, including waitressing in a fast-food restaurant. Those years were also spent undergoing occupational and physical therapy for the connective tissue deteriorating disease which Sobey has. It was during occupational therapy that she took a long, hard look at her future and at the options open to her. Of all the possibilities, computer engineering interested her the most.

"While I was still making up my mind on potential careers, a friend took me on a tour of the alarm room at the St. Catharines Fire Department," Sobey said. "When I walked into that room, I just knew. I knew that was what I wanted to do, that was the career that would make me happy."

Studying computer engineering technology, in order to dispatch emergency calls from the alarm room of a fire department, may seem like a bit of a stretch, but it was actually a logical, well-thought-out decision. Dispatch systems, whether they are for 911 calls, fire departments or ambulance and police services, are computer-driven

and heavily dependent on software and hardware. As a Niagara College graduate, Sobey will have had the opportunity to develop her troubleshooting skills and build a background diverse enough to pursue other opportunities in her chosen field, including hardware and software technician and communications officer.

After she made her decision regarding the program, Sobey began the enrolment process at Niagara College. It was then that college admissions staff told her she was a prime candidate for the Canada Scholarship program, which is awarded to the top two per cent of high school graduates, and pays full tuition, textbook and other expenses for its recipients, as long as they remain in school and their marks average no less than 80 per cent. Sobey thought it was a long shot, but went ahead and applied to the scholarship program the day before classes began, and then forgot about it in the excitement of starting college.

"This was all happening during the national referendum campaign in 1992, and I was getting mail practically every day from the federal government about that," Sobey relates. "Then right around the time of the voting, I got another letter from them. Well, by this time I was getting pretty tired of all the campaigning, and I almost threw the letter away unopened. But, at the last minute I tore the envelope open, and inside was a letter from the Prime Minister telling me I had received a Canada Scholarship!"

While Sobey found the first year interesting enough, it was when she began the computer engineering component that she really started to enjoy herself. She has, however, found the program to be very intensive, and has watched some less-committed classmates drop out along the way. "Things got especially difficult around the end of my second year," she said. "You had to have a very good attitude and very clear goals in order to make the commitment to continue. My goal of working in the alarm room has really driven me."

Leo Chartrand was one of Sobey's instructors in her second year, and he is not at all surprised at her continued success in the demanding program. "Her attitude and work ethic is very commendable," he said. "All I have is admiration for everything she's put into this course. She was a pleasure to teach, and she has a positive effect on everyone she's come in contact with at Niagara College."

John Clark, who taught Sobey this year, agrees with

Chartrand. "I wish I had a class full of students like her," he said. "She has all the attributes for success — she's a hard worker, organized, smart, and she knows exactly what she wants to do."

An important component of the Computer Engineering Technology program is its co-op work placement. To date, Sobey has spent hers working in various departments at Niagara College. While working in the Management and Information Services (MIS) department, she assembled computers and worked on the college computer network system. MIS technician Nick Piuanno worked with Sobey during her placement. "Corina was great to work with," he said. "She came in with just the right attitude: to work hard and to learn."

In the Special Needs department, Sobey set up a database that would track all special needs students enrolled at the college, including what each student's special need was and what services the department provided. She also prepared a database specifically for students who were developmentally delayed. Sobey targeted a company specializing in emergency dispatching as her next co-op employer, but received a pleasant surprise: the company hired her as a permanent full-time employee, and will support her goal of graduating from Niagara College.

Independent by nature, Sobey does not mind being one of the two remaining women in her program and doesn't feel her college experience has differed greatly from the men in the program. "If anything, I'm the one who's changed. Even in high school I tended to keep to myself, but after my first year at Niagara College, I found myself becoming more outgoing. I've really come out of my shell."

Clark remembers when women in technology programs were a real rarity. "I think that in the early days, women had more trouble fitting in," he said. "That has pretty much disappeared. I've noticed now that students are much more likely to work together as a team, each one helping the other."

Women interested in pursuing a career in technology should not worry about it being a non-traditional field, according to Sobey. "You must be very dedicated and willing to sacrifice to do well in this course," she said. "It's more important to be dedicated than to get really high marks. But if this is something you're really interested in, just go for it. It never hurts to try."

For more information about this program, see page 8 — Engineering Technology (Co-op) #0716.

ISO9000 means an edge in global marketplace



Getting the workers ready

Iona Appliances Inc. of Welland worked with the Niagara College Access division to prepare their employees for the ISO9000 certification process.

Iona is a manufacturer of floor-care appliances and provides jobs for about 200 people, with 150 in the manufacturing plant and the remainder in administrative or support services.

"We export a great deal to the U.S. and we expect our market to expand globally in the future," said Ernie Forsey, of Iona's personnel department. "The ISO9000 designation will help us compete in the world market."

Companies awarded the ISO9000 designation have been certified as achieving a pre-determined standard of excellence. The certification process is very complex, requiring each company employee to document every procedure involved in completing his or her job. The employee must then evaluate each of those procedures to determine if they are meeting quality standards. Once the documentation process is completed, a member of the International Standards Organization (ISO) audits the company and the documentation to ensure that it measures up to ISO9000 standards. The entire process can take from 18 months to three years and can cost more than \$100,000.

"ISO9000 basically means that a company says what it does, does what it says, and is audited by a third party to ensure that what it says is true," according to Alan Mutch, the development officer in the Technical and Customized Training division who handles ISO9000. Once accreditation is achieved, the company is audited and re-certified on a regular basis to ensure that it continues to meet ISO standards.

Because of the amount of documentation involved at every level of the workforce, Iona management was concerned that plant employees would feel intimidated by their roles in the documentation process. By testing their employees' literacy levels, they could offer upgrading or other training programs and increase employee comfort level with the ISO process.

"We needed someone to help us through the evaluation process," said Forsey. "We didn't have the resources to do it alone, so we looked to Niagara College."

For more information about the Niagara College ISO9000/9002 certification course, call (905) 684-4315, ext. 2425.

Kathryn Hryb of the College's Access division co-ordinated the assessment process at Iona. "We administered the adult basic learning exam to Iona production workers, which tests vocabulary and reading comprehension," she said. "But our first task was to make them comfortable with the process. Often, employees are afraid that if they score poorly and management finds out, their jobs will be at risk. To ensure confidentiality, we mailed each employee's score to his or her home, and did not release them to Iona management. They received demographic reports only."

"The assessment showed us the overall grade level for employee groups and departments, which will help us determine what type of training our employees need," said Forsey. "We'll be working with Niagara College to put those training programs in place."

Joan Warbis, Access division development officer, handled program design, development and delivery for Iona. Employee assessment is becoming more and more common, according to Hryb. "As companies downsize, they often lay off the younger members of their workforce, leaving them with older, more experienced workers who have been out of school for many years, or who never reached higher levels of education. Some may not speak English fluently. When those companies upgrade their technology to stay competitive, they need to know how their employees will work with the changes."

There are a number of obstacles which must be overcome in the assessment process. "Employees and unions may worry that test results will be used as an excuse to lay off workers. We work very hard with management, unions and workers to gain their trust and make the whole process as easy and comfortable for all involved," Warbis must also find ways to test the employees without interfering with production levels, which could end up costing both the company and workers money.

Other companies contract the Access division to assess employees being offered promotions or other opportunities. Hryb recently assessed employees at ITT in St. Catharines and Dofasco in Hamilton to determine their skill levels prior to acceptance into apprenticeship programs. In all cases, individual results are kept confidential.

Hryb has noticed an interesting trend in test results. "People who have graduated from secondary school don't necessarily score higher than people who have not graduated. Life experience has a definite positive impact on test scores. Very often, people who have been out of school for decades are scoring much higher than they thought possible. The assessment process can be a real self-esteem builder."

For more information about the services available through the Niagara College Access division, call (905) 684-4315, ext. 2432 or 2414.

Jobs beyond the year 2000: Computer Programmer/Analyst

STATSCAN PREDICTS THAT WITHIN 10 YEARS, THE NUMBER OF JOBS FOR SYSTEMS ANALYSTS WILL INCREASE BY 72 PERCENT IN ONTARIO AND 63 PERCENT ACROSS CANADA.

TO PREPARE PEOPLE TO TAKE ADVANTAGE OF THE OPPORTUNITIES IN THIS FAST-GROWING FIELD, NIAGARA COLLEGE OFFERS TWO PROGRAMS: COMPUTER PROGRAMMER AND COMPUTER PROGRAMMER/ANALYST (CO-OP).

AFTER COMPLETING THE FIRST TWO YEARS, THAT ARE COMMON TO BOTH PROGRAMS, LEARNERS MAY GRADUATE WITH THE TWO-YEAR COMPUTER PROGRAMMER DIPLOMA OR, THEY

MAY CHOOSE TO STAY FOR A PAID, CO-OP WORK TERM AND A FIFTH SPECIALIZATION ACADEMIC TERM, TO GRADUATE WITH THE COMPUTER PROGRAMMER/ANALYST (CO-OP) DIPLOMA.

COURSES INCLUDE: OPERATING SYSTEMS, MICROCOMPUTER APPLICATIONS, PROGRAMMING CONCEPTS, SYSTEMS ANALYSIS AND DATABASE COMMUNICATIONS, AMONG OTHERS.

GRADUATES MAY FIND CAREER OPPORTUNITIES IN EITHER A COMPUTER DEPARTMENT OF A MAJOR CORPORATION OR IN A SMALL BUSINESS USING MICROCOMPUTERS AND NETWORKS. THE EVER-EXPANDING USE OF COMPUTERS

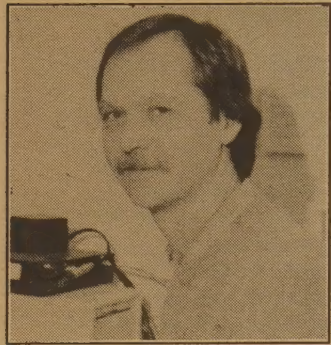
ENSURES A STEADY SUPPLY OF ENTRY LEVEL POSITIONS. POTENTIAL AREAS OF EMPLOYMENT INCLUDE: SYSTEMS ANALYSIS/DESIGN, DATABASE ADMINISTRATION/PROGRAMMING, APPLICATION PROGRAMMING, SOFTWARE AND NETWORK SUPPORT, NETWORK INTEGRATION/ADMINISTRATION, CUSTOMER SUPPORT AND TECHNICAL SUPPORT.

BOTH PROGRAMS START IN SEPTEMBER, SEE PAGE 7 FOR MORE INFORMATION: COMPUTER PROGRAMMER #0411 COMPUTER PROGRAMMER/ANALYST (CO-OP) # 0414

Technology grad successful after mid-life career change

Jim Ross knew it was time for a change.

After 18 years in the retail business, dealing mainly in appliances and furniture, going to work just wasn't fun anymore. But at 38 years old, changing careers was a pretty scary concept.



Jim Ross. Photo: Jerry Salfi.

"I was making a good living and I was good at my job, but I wasn't enjoying it," Ross said. "I knew it was time to start looking around and considering something else."

Ross had originally decided on economics as a career, and spent three years majoring in economics and math at the University of Western Ontario in London directly after high school. But when he was offered a summer job in retail after his third year at university, he enjoyed it enough to quit school and stay on. But despite his education and background, when he began considering a new career he went in an entirely different direction.

"I had bought a Commodore 64 computer for my home and I was hooked," he said. "When I realized I was spending all my spare time on my computer, I knew that was the right career for me."

But the decision wasn't quite that simple. Ross' wife worked and he had a daughter in school. While his family supported his going back to school, he still had

to consider what was best for them.

"We narrowed it down to two colleges," he said, "Fanshawe College in London and Niagara College. Fanshawe was more convenient since we were living in London at the time, but I really liked what Niagara had to offer. My wife has family in Port Colborne, so that made the move a little easier."

Jim began the full-time Computer Engineering Technology program in 1990. While making the transition from full-time wage earner to full-time student was not easy, it was also not as difficult as Ross had expected. "The first month was the roughest," he remembered. "I hadn't been in school for 18 years, and had forgotten all my study habits. Would I be able to relearn them and do well in the program? And because of my age, I worried that the younger students wouldn't accept me, and I wouldn't be able to fit in."

Ross discovered in that situation at least, he had nothing to worry about. "The other students didn't see the gray in my hair," he laughed. "I may not have known all the latest music, but once we got down to work in the classroom, everybody was the same."

In retrospect, Ross feels his work experience prepared him well for college. "In retail, I learned that to survive, you have to stay ahead, and you only get out of something what you put in. I tried to bring that attitude to school as well."

Those lessons served him well, since he earned Deans' List standing every term of the four-year program. "I tried to put myself into a position where I was always prepared, whether it was for a lab, a test, or an assignment," Ross related. "When you make the decision to change your life and go back to school

at 38 years old, you've also made the commitment to do the very best you possibly can." Other mature students in the program seem to have the same outlook, according to Ross, since they always seemed to be prepared and made good use of their time.

Something else motivated Ross as well. "If I did the best I could, I thought I'd also have the opportunity to pick and choose my co-op assignments and my eventual permanent job. Once I graduated, I wanted to be able to call the shots. If I didn't have enough self-esteem to go after the job I wanted, and be successful in getting it, then I would be right back in the same boat again — working just for a pay cheque, not for enjoyment."

After one co-op term at QUNO, Ross spent the rest of his co-op experiences as part of the team at the Ontario Skills Development Office at Niagara College. Computer and network support, staff training on computer software, and liaison with the college Management and Information Systems (MIS) department were some of his duties, and Ross made the most of the opportunities they presented. "I began to target Niagara College as a potential employer once I graduated," he said. "so every six months or so I sent a resume to the MIS director, to keep my name and qualifications fresh in her mind."

His initiative paid off when an opening in the MIS department occurred shortly before he graduated. Ross applied, and began his new job as technologist only two weeks after graduation.

Dino Cappellazzo, network analyst in MIS, worked first with Ross when he was a co-op student at OSDO and now works with him on a daily basis in MIS. "Jim is a knowledgeable and hard worker who cares about his clients," Cappellazzo said. "He's

shown his dedication to the industry by working hard as a co-op student, and he is using what he learned then to benefit the college now."

The four years he spent in school went by quickly, but Ross is very grateful for the support of his family. "It was tough to pack up and move down here," he admitted. "My wife works in a bank and was able to get transferred down here, but we had to scale our lifestyle down to fit the one income. Our savings account is quite a bit smaller now."

Computer Engineering Technology demands a large time commitment from its students, and that was also difficult for Ross and his family. It took real planning to allow him to spend time with his wife and teenage daughter while still devoting enough time to his studies to maintain the high standards he had set for himself. "I tried to stick to an 8 to 5 lifestyle, as far as school time went, just like when I was working," he explained. "From 5 to 7:30 was family time, and from 7:30 until past midnight I was in my study working on assignments and studying. Saturdays were strictly family time, while I spent Sundays either at school or again, in my study working."

"My family gave up a lot for me," Ross said gratefully. "I really appreciate them for it."

Was it worth it? Were the time, monetary and lifestyle sacrifices worth what Jim has today?

"You bet," he laughed. "It's also hard on your family when you're spending your days working at a job you don't like. I love what I'm doing now, so I'm a very happy person."

For more information about this program, see page 8 — Engineering Technology (Co-op) #0716.

Laptops enhance computer literacy



A REQUIREMENT FOR LEARNERS IN SOME TECHNOLOGY PROGRAMS TO SUPPLY THEIR OWN LAPTOP COMPUTERS HAS CONTRIBUTED TO THE 100 PER CENT CO-OP PLACEMENT RATES ACHIEVED BY THOSE PROGRAMS. BY PROVIDING THEIR OWN COMPUTERS IN THE MANUFACTURING ENGINEERING TECHNOLOGY AND MECHANICAL ENGINEERING TECHNOLOGY PROGRAMS, LEARNERS ARE ABLE TO ENHANCE THEIR DEGREE OF COMPUTER LITERACY, AN ADVANTAGE IN TODAY'S COMPETITIVE JOB MARKET.

THE COMPUTERS ARE USED IN ALL ASPECTS OF THE PROGRAMS FROM COMPUTER-ASSISTED DRAFTING (CAD), DRAWING AND DESIGN TO WORD-PROCESSING. THIS "WALKING COMPUTER CLASSROOM" ALLOWS STUDENTS TO WORK ANYWHERE, ANYTIME. TYPICAL APPLICATION PACKAGES USED BY NIAGARA COLLEGE LEARNERS INCLUDE MICROSOFT WORKS, AUTOCAD, LOTUS AND PROMODEL FACTORY SIMULATION FOR WINDOWS.

"THE LAPTOP COMPUTER IS BECOMING TO THE ENGINEERING STUDENT OF THE '90S WHAT THE CALCULATOR WAS TO THE STUDENTS OF THE '70S. FOR THEIR BENEFIT, AND THEIR FUTURE EMPLOYERS," GRADUATES MUST BE GIVEN EVERY OPPORTUNITY TO LEARN HOW TO OBTAIN AND APPLY INFORMATION IN TODAY'S COMPUTERIZED WORK ENVIRONMENT," SAID ALAN MUNRO, CET, CMFGT, CO-ORDINATOR OF THE MANUFACTURING ENGINEERING TECHNOLOGY PROGRAM.

These programs start in September. For more information, see page 8 — Manufacturing/Mechanical Engineering Technology (Co-op) #0725.

Small things lead to great innovations

Chances are you're using them all the time without even realizing it.

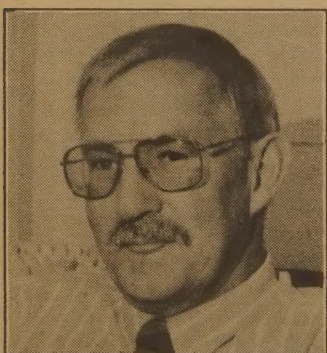
Microelectronics technology has led to the development of products which have changed our lives, from life-savers (heart pacemakers) to safety products (motor vehicle controllers) to devices that entertain us (camcorders). Because they play such a major role in medicine, national defense, space exploration, transportation and telecommunications, microelectronics have become, and will continue to be, the engine that drives virtually all electronics and knowledge-based markets.

Niagara College's Electronics Engineering Technology — Microelectronics three-year, co-op program trains technologists for job opportunities in this new market. The college's unique laboratories give students actual hands-on experience in microcircuit manufacturing and advanced electronic packaging techniques.

This program starts in September. For more information, see page 8 — Engineering Technology (Co-op) #0716.

Professor boldly goes with space shuttle

Although Jim Eden has never been in space, he feels a sense of pride with each and every launch of the U.S. space shuttle.



Jim Eden. Photo: Jerry Salfi

The professor in the Technology Studies division has made a unique contribution to the space shuttle program by devising, along with a colleague, a welding technique which enabled shuttle engineers to take a new look at their own equipment and solve problems which interfered with shuttle launches.

Before coming to the college in 1985, Eden worked at E.S. Fox in Niagara Falls. The company purchased a variable polarity plasma welder, which to Eden's knowledge is still the only one of its kind in Canada. The equipment is capable of welding aluminum "one-pass, one-side."

Traditional welding equipment calls for the material to be cut to a precise beveled edge, and requires several different passes to complete the weld. What is significant about the equipment purchased by E.S. Fox is, "it cuts welding time by a factor of five," he said.

Eden and a welding technologist began doing some research and development using the new equipment and eventually devised a method for welding aluminum five-eighths inches thick. Previously, the maximum thickness which could be welded by the equipment was five-sixteenths inches. "Basically, we did what the equipment manufacturer said we should not have been able to do," he said.

Technical specialists at Hobart, manufacturers of the welding equipment, were intrigued by this new use. They mentioned it to Martin Marietta Aerospace in New Orleans, an arm of the National Aeronautics and Space Administration (NASA), which had the same variable polarity plasma welder as E.S. Fox, and which designed and manufactured the liquid oxygen fuel tanks for the shuttle.

Martin Marietta Aerospace was having some problems with the weld fabrication of the tanks, so two representatives of the company flew up from New Orleans to spend three days in Niagara Falls with Eden and his

The shuttle is piggy-backed onto a liquid oxygen fuel tank before launch. The tank is composed of a number of aluminum cans 28 feet in diameter and five-sixteenths of an inch thick. Each can is welded once lengthwise, and then to the can below and above it.

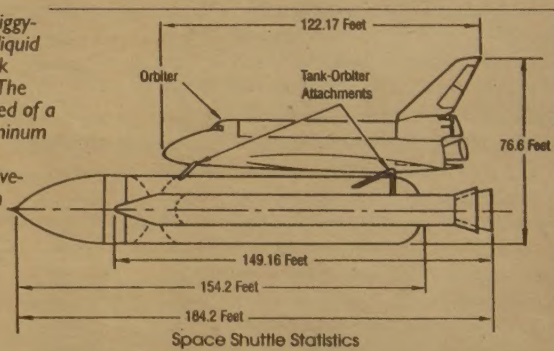


Illustration courtesy of NASA

colleague to share information. To reciprocate the visit, Eden, his co-worker and the owner of E.S. Fox were invited to New Orleans where they gave a one-day seminar to the engineering staff. Eden described a portion of the seminar: "My co-worker and I sat on swivel chairs in the centre of a large U-shaped table. Around the table were 17 engineers, and they fired questions at us for three hours straight." They also toured the aerospace facilities and saw one of the Challenger shuttles, which was there for work on the fuel tanks.

Eden stressed that he considers his work with the NASA engineers to be a partnership — both sides share information, and in exchange for parameter data Eden develops, he receives technical manuals to which he might otherwise not have access.

Although Eden left E.S. Fox to join Niagara College in 1985, he has kept his NASA connection alive. He still communicates with engineers at Martin Marietta Aerospace, and also acts as a consultant for E.S. Fox.

Recently, Eden took a welding torch newly developed by engineers from the Marshall Flight Centre in Alabama and devised different uses for it at E.S. Fox. In March, he began communicating through Internet with an engineer at a NASA centre in Langley, West Virginia. He hopes an information-sharing network will develop there as well.

"I can't say for sure that my exact techniques were used on the shuttle," Eden said. "But what is really exciting is that as engineers, a group of us came together and made things happen that no one ever thought was possible."

JIM EDEN received his Bachelor of Engineering at McMaster University in Hamilton in 1972. He joined Niagara College in 1985 as a professor in the Mechanical Engineering Technology and Manufacturing Engineering Technology programs, and teaches material technology, plastics technology, design of experiments and non-destructive examination.



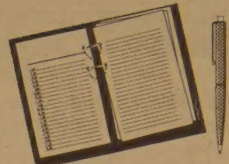
• Changing technology is making education and training very important in the job market.

• Even after graduation, most people likely will need to keep upgrading their job skills periodically, moving in and out of college, university and workplace training.

• A college diploma or university degree earns almost 50 per cent higher average earnings over a lifetime compared to the national average. Today, that means an extra \$11,000 per year, on average.

Human Resources Development Canada — January, 1995

Your Guide to Programs at Niagara College



Access Division

This division provides a window of access to educational and training opportunities within the Niagara community. Access is committed to working partnerships with the college, other educational institutions, employer groups, external agencies and with governments to ensure the success of its mandates:

- to provide access into the college community for the non-traditional learner or student needing preparatory programming,
- to provide individual assessments and counselling to help individuals develop a personal education and career plan,
- to develop and provide extensive community outreach training initiatives for a wide variety of clients, and
- to delivery workplace assessments and specialized training for business and industry.

For more information, contact

Access Division, Niagara College, St. Catharines Campus
59 Welland Vale Rd., St. Catharines, ON L2R 6V6
Tel. (905) 684-4315, ext. 2417 or 2413 • Fax. (905) 684-3167

Basic Training for Skill Development (BTSD)

Stay in the program as long as you need • St. Catharines Campus • Starts every Monday except statutory holidays

Future Opportunities

- skill training or apprenticeship programs in business, industry or health care • post-secondary program of choice (you will carry some credit with you) • direct entry into the job market

Choose this program if you

- don't have a high school diploma • or completed high school some time ago and need to refresh your skills • are interested in individualized or self-directed learning where the teacher helps you progress at your own pace through the courses of study

College Vocational #0133

Eight months • St. Catharines Campus • Full-time September

Future Opportunities

This college-to-work program will prepare you for jobs in the retail sector • manufacturing • services • trades • hospitality • apprenticeship

Choose this program if you

- have an OSSD with basic or general level credits • or grade 12 equivalency • or mature student status • are an adult student looking to further your vocational goals • or you wish to re-enter the job market

English as a Second Language

• St. Catharines Campus • January, May & September

Future Opportunities

- prepare for entry into a college post-secondary program

Admission Requirements

- set by Immigration Canada

Futures - Youth Employment Services

- 16 weeks pre-employment preparation • work experience placements • school and work placement option

St. Catharines • Welland • Niagara Falls

Future Opportunities

- full-time employment • educational upgrading

Admission Requirements

- resident of Ontario, eligible to work in Canada • 16 to 24 years old; 16 to 29 for disabled • OSSD, out of school and work for 20 consecutive weeks • non-graduate, out of school and work for 12 consecutive weeks

Ontario Basic Skills (OBS)

30 weeks • St. Catharines Campus • Starts first Monday of the month

Future Opportunities

- skill training or apprenticeship programs in business, industry or health care • post-secondary program of choice (you will carry some credit with you) • direct entry into the job market

Choose this program if you

- don't have a high school diploma • or completed high school some time ago and need to refresh your skills • are 25 years old or older • like a traditional style of learning in a classroom with other students and a teacher

Women into Trades & Technology

24 weeks • St. Catharines Campus

Future Opportunities

- apprenticeship training for machinist • tool & die maker • motor vehicle mechanic • building maintenance mechanic • electrician • plumber • carpenter • further education in technology programs • also see sections on Apprenticeship Training and Post-secondary Programs, Technology

Admission Requirements

- grade 10 • are 16 years or older • open to Unemployment Insurance & Social Assistance recipients

Technical & Skills Training

The following programs are designed for applicants who have completed grade 10, or grade 10 equivalency, or mature student status (see page 8 for more details). Applicants with an Ontario Secondary School Diploma (OSSD) may be eligible for exemptions through advanced standing in some courses. The programs are also open to people who are sponsored by agencies such as Human Resources Development Canada (HRDC), Workers' Compensation Board and the Ministry of Community and Social Services. These agencies pay tuition fees and other related costs on behalf of their clients. Applicants must meet requirements established by the sponsoring agency and Niagara College.

For more information, contact

Technical & Customized Training, Niagara College

St. Catharines Campus, 59 Welland Vale Rd.

St. Catharines, ON L2R 6V6

Tel. (905) 684-4315, ext. 2423 • Fax. (905) 684-3167

Computerized Numerical Control

40 weeks • St. Catharines Campus • Starts every Monday except statutory holidays

Career Opportunities

- manufacturing & sales industries as computer-controlled machine programmer • computer-controlled machine operator • machinist apprentice • machining equipment sales

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status

Industrial Maintenance Mechanic

40 weeks • St. Catharines Campus • Starts every Monday except statutory holidays

Career Opportunities

- Repairing pumps • bearings • seals • hydraulics • pneumatics • and other machinery in small to large machine repair industries such as food processing plants • pulp & paper industry • light & heavy manufacturing • textile industry • petroleum industry • consumer goods packaging plants

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status

Machine Shop

40 weeks • St. Catharines Campus • Starts every Monday except statutory holidays

Career Opportunities

- Work in industry as a machine shop operator • machinist apprentice • operate drill presses • grinders • milling machines • lathes according to blueprints • trade math and communications • computerized numerical control (CNC)

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status

Motive Power Trades

Broad-based Training

44 weeks • St. Catharines Campus • Runs when purchased by HRDC, places will be open for fee payers

Career Opportunities

- Motive Power Trades • motor vehicle mechanic • truck and coach mechanic • heavy duty mechanic • forklift mechanic • farm equipment mechanic

- Small Engine • small engine mechanic • marine & small engine mechanic • small engine (construction) mechanic • boat motor mechanic

Autobody • Auto parts

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status

Toolmaking

40 weeks • St. Catharines Campus • Starts every Monday except statutory holidays

Career Opportunities

- Industry as tool room machine operators • tool & diemaker apprentices • operate drill presses • grinders • milling machines • lathes according to blueprints to manufacture tooling • trade math and communication • computerized numerical control

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status



Where Your Future Starts to Make Sense

N-Compass 5

Welding Fitter

40 weeks • St. Catharines Campus • Starts every Monday except statutory holidays

Career Opportunities

- small firms where manufacturing skills are essential • fitter • structural steel plate worker • structural metal fabricator • pipe fitter • iron worker • sheet metal trades worker • automotive parts manufacturing • marine repair

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status

Welding Fitter (Refresher)

20 weeks • St. Catharines Campus • Runs when purchased by HRDC, places will be open for fee payers

Career Opportunities

- operates MIG • TIG • SMAW welding machines to weld inside, outside, lap, tee and vee joints according to Ministry of Consumer and Commercial Relations and/or Canadian Welding Bureau specifications

Admission Requirements

- grade 10 with math, science & English, or • grade 10 equivalency, or • mature student status • three years welding experience • must pass practical welding test

Apprenticeship Training

Apprenticeship is recognized as one of the most efficient methods of training and educating skilled tradespersons. Apprentices develop competency on the job as employers provide the practical training in the trade, while the college provides related academic training, in co-operation with the Apprenticeship Branch of the Ontario Training Adjustment Board (OTAB). The Apprenticeship Branch pays for the related academic training for registered apprentices. Once the apprentice has found an employer willing to train him or her, the employer and the apprentice sign a contract prepared by an OTAB training consultant. Also refer to the Women into Trades & Technology (WITT) program in the Access Division section. Non-apprentices may also apply to Niagara College for the related academic training as fee-paying students.

For more information, contact:

Apprenticeship Branch

Ontario Training Adjustment Board (OTAB)

3550 Schmon Parkway, Thorold, ON L2V 4Y6

Tel. (905) 988-5528 • Fax (905) 988-9250

Alignment & Brake Mechanic

5,400 hours or two years, one day per week • St. Catharines Campus • September

Career Opportunities

- alignment & brake mechanic apprentice

Admission Requirements

- grade 10 • employment in the trade

Autobody & Collision Damage

Repaier

7,200 hours in block release in three, eight-week sessions

- St. Catharines Campus • October

Career Opportunities

- autobody repaier apprentice

Admission Requirements

- grade 10 • employment in the trade

Baker

6,000 hours or three years, block release in two, 12-week sessions •

Hospitality & Tourism Centre, Niagara Falls • Starts every Monday except statutory holidays

Career Opportunities

- retail bakeries • wholesale bakeries • in-store bakeries • franchised bakeries • hotels & restaurants

Admission Requirements

- grade 10 • employment in the trade

Bearings Mechanic

4,000 hours or two years, block release in two, three-week sessions • St. Catharines Campus and a Hamilton location • September

Career Opportunities

- seals • lubrication • bearings • in steel, automotive & paper mill industries

Admission Requirements

- grade 10 • employment in the trade

Building Maintenance Mechanic

4,000 hours or two years of night school • St. Catharines Campus • September

Career Opportunities

- Skilled maintenance staff • hospitals • hotels • schools • apartment buildings • work with other tradespeople providing general service and repair

Admission Requirements

- grade 10 • employment in the trade

✓ - spaces are still open in this program for September
(as of June 20, 1995)

The programs outlined here will be offered subject to sufficient enrollment, the availability of competent teachers and the provision of adequate facilities. Although every effort was made to provide accurate information, we apologize for any errors or omissions.

continued...

Cook

6,000 hours or three years, block release in two, 12-week sessions • Hospitality & Tourism Centre, Niagara Falls • Starts every Monday except statutory holidays
Career Opportunities
• chef de partie • sous chef • chef de cuisine are all within reach of the apprentice with hard work & dedication
Admission Requirements
• grade 10 • employment in the trade

General Machinist

6,000 to 8,000 hours with three years of night school • St. Catharines Campus • September
Career Opportunities
• filing • grinding • drilling • milling • lathes • print reading • computerized numerical control (CNC) • general machinist apprentice
Admission Requirements
• grade 10 • employment in the trade

Hairstylist

up to 4,500 hours with two years of one-day release, in-college sessions (basic and advanced) • Salon Alessandro, St. Catharines • September
Career Opportunities
• haircutting • permanent waves • colours & tints • hairstylist apprentice
Admission Requirements
• grade 9 • employment in the trade

Motor Vehicle Mechanic

9,000 hours or 4.5 years, two nights per week • St. Catharines Campus • September
Career Opportunities
• motor vehicle mechanic apprentice
Admission Requirements
• grade 10 • employment in the trade

Pool & Spa Installation & Service Technician

4,500 hours, two eight-week in-college sessions • St. Catharines • October • program developed with the National Spa & Pool Institute of Canada
Career Opportunities
• pool & spa is a multi-million dollar industry which offers excellent potential for employment
Admission Requirements
• grade 10 • employment in the trade

Roll Grinder/Turner

4,000 hours with two, three-week in-college sessions • St. Catharines Campus and a Hamilton location • September
Career Opportunities
• roll grinding technology in steel and manufacturing industries
Admission Requirements
• grade 10 • employment in the trade

Tool & Die Maker

8,000 hours or four years with three years of night school • St. Catharines Campus • September
Career Opportunities
• tool and diemaker apprentice • manufactures jigs • fixtures • tooling in small to medium-sized tool and die companies
Admission Requirements
• grade 10 • employment in the trade

Transmission Mechanic

5,400 hours or two years with two, eight-week in-college sessions • St. Catharines Campus • October
Career Opportunities
• transmission mechanic apprentice
Admission Requirements
• grade 10 • employment in the trade

Post-secondary Programs

The following programs are designed for applicants with an Ontario Secondary School Diploma (OSSD), or grade 12 equivalency, or mature student status (see page 8 for more details). Each program has a volunteer advisory committee, comprised of professionals working in the appropriate fields, to provide feedback about what employers want and to advise on curriculum updates to prepare our graduates for the changing job market.
For more information, contact:
Marketing & Communications, Niagara College
P.O. Box 1005, 300 Woodlawn Rd., Welland, ON L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7771
Fax (905) 735-5671

Allied Health Studies

Ambulance & Emergency Care - #0803
One year • Welland Campus • Full-time September
Career Opportunities
• ambulance services throughout Ontario • where graduate may be responsible for safety programs & for administering emergency care to ill and injured workers
Admission Requirements
• OSSD with two sciences at senior level, preferably biology and chemistry • or grade 12 equivalency • or mature student status • class “F” Ontario driver’s licence • First Aid certificate • Cardiopulmonary Resuscitation (CPR) certificate from Canadian Heart Foundation • pass physical fitness test • also see Health Science Preparatory program

Dental Assistant - #0101

One year • Welland Campus • Full-time September
Career Opportunities
• dental offices • dental clinics • public health departments
Admission Requirements
• OSSD with senior level biology, senior level chemistry and/or physics • or grade 12 equivalency • or mature student status • Cardiopulmonary Resuscitation (CPR) certificate from Canadian Heart Foundation, preferably Basic Cardiac Life Support • complete a college confidential health information form • also see Health Science Preparatory program

Dental Hygiene - #0100

One year • Welland Campus • Full-time September
Career Opportunities
• general dental practice • specialty practices • hospital dental clinics • dental industry • teaching institutions
Admission Requirements
• OSSD with senior level biology and senior level chemistry and/or physics • graduate of Ontario college Dental Assistant program or equivalent (eg. eligible for certification as Dental Assistant in the Province of Ontario) • proof of one year’s experience (1,500 hours) as Dental Assistant • able to demonstrate and take radiographs and be HARP qualified to take radiographs in Ontario • complete Provincial Co-operative Dental Hygiene Admission tests (includes dental assisting knowledge test, among others) • current certification as basic rescuer in Cardiopulmonary Resuscitation (CPR) certificate from Canadian Heart Foundation • complete a college confidential health information form

Dental Office Administration - #0151

One year • Welland Campus • Full-time January
Career Opportunities
• front office positions in moderate & large dental practices & possibly office administration positions in small practices • with more experience in dental office, graduates should be able to move into administration of any dental practice
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status

Health Science Preparatory - #0802

One year • Welland Campus • Full-time September
Future Opportunities
• entrance into health science programs throughout Canada such as animal health technician • bio-science technology • dental assisting • diploma nursing • medical laboratory technology • orthotic and prosthetic technician • respiratory technology • emergency care • pharmacy assistant • some university programs
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status

Medical Transcriptionist - Health Records - #0128

One year • Welland Campus • Full-time September
Career Opportunities
• health office administration positions in community health clinic • physician’s office • medical laboratory • occupational health & safety setting • multi-service agency • direct health council • homecare agency • hospital
Admission Requirements
• OSSD with senior level biology • or grade 12 equivalency • or mature student status • complete a college confidential health information form including hearing assessment • recommend keyboarding minimum 30 w.p.m.

Pharmacy Assistant - #0808

One year • St. Catharines Campus • Full-time September • also Evening/Weekend College (see page 8)
Career Opportunities
• community pharmacies • hospital pharmacies • pharmacy application software vendors • home health care divisions, companies • pharmaceutical distribution wholesalers • private medical industries such as pharmaceutical firms
Admission Requirements
• OSSD with senior level math and chemistry plus other senior level science • or grade 12 equivalency • or mature student status • First Aid certificate • Cardiopulmonary Resuscitation (CPR) certificate from Canadian Heart Foundation • pre-admission questionnaire • complete a college confidential health information form • also see Health Science Preparatory program

Business & Entrepreneurship

Business - Accounting (Co-op) - #0433
Two years • Welland Campus • Full-time January & September
Career Opportunities
• junior/intermediate level general accounting • junior / intermediate cost accountants • financial analysis • auditors in government or industry • management trainees in banking & other financial institutions
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status
Business Administration (Co-op) - #0401
Three years • Welland Campus • Full-time January & September
Four options with common first year, then choose your specialty: Accounting, Human Resources Management, Marketing or Operations Management
Career Opportunities - Accounting
• financial accountants • cost accountants • budget analysts •

general accountants • office managers • assistant controllers & income tax auditors • management trainees in banking industry and other sectors of business community
Career Opportunities - Human Resources Management
• human resources assistants • compensation administrators • industrial relations officers • human resources managers • management trainees • pension & benefits administrators • health & safety officers
Career Opportunities - Marketing
• product planning • sales promotion • advertising space • media sales • price & sales administration • retail store management • market analysis • customer relations • buying & warehousing management • prepare to run your own business
Career Opportunities - Operations Management
• operations planning & control • purchasing • materials control • customer service • logistics • distribution • productivity improvement • quality assurance • financial & cost analysis • automated systems & application • industrial marketing • production/operations supervision • small business management
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status

Business - Retail Management - #0437

Two years • Welland Campus • Full-time January & September (Common first year with Business-Sales)
Career Opportunities
• retail • advertising • sales • marketing • real estate • ample opportunity to develop skills & resources necessary to establish your own business
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status • see story on page 10

Business - Sales - #0412

Two years • Welland Campus • Full-time January & September (Common first year with Business-Retail Management)
Career Opportunities
• product representative • service representative • advertising & media sales person • small business management • retail sales/management • assistant product manager • marketing trainee • sales consultant • graduates well prepared to establish own small business
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status • see story on pg. 10

Call Centre Management* - #0443

One year • Welland Campus • Full-time September
Career Opportunities
Call centre or telemarketing operations as customer service representatives • marketers of products and services • reservation clerks in world-wide hotel chains, airlines & railway sectors • account services representatives with utility companies • customer service agencies for insurance, banking & credit agencies • telemarketing researchers & public opinion data collectors • catalogue & direct mail retailers • government information specialists • canvassers & customer service opinion samplers
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status • must have completed a Call Centre Prep course or equivalent • or have at least one year of call centre experience • see story on page 10
**Pending approval from the Ministry of Education and Training*

International Trade (Post-diploma) - #0408

See Advanced Studies section on page 8
Office Administration - Executive (Co-op) - #0422

Two years • Welland Campus • Full-time September
Career Opportunities
• government • education • law • engineering • advertising • radio • television • museums • art galleries • travel industry • manufacturing & heavy industry • insurance & banks
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status

Office Administration - General - #0431

One year • Welland Campus • Full-time January
Career Opportunities
• administrative assistants are needed in every type of office; few other professions offer a choice from among so many types of employers
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status

Community Studies

Child & Youth Worker - #0169
Three years • Welland Campus • Full-time January & September • also Evening/Weekend College (see page 8)
Career Opportunities
• municipal, provincial & federal governments • charitable institutions • residential group homes • hospitals • boards of education • child abuse centres • community-based programs • recreational facilities
Admission Requirements
• OSSD • or grade 12 equivalency • or mature student status

✓ - spaces are still open in this program for September (as of June 20, 1995)

Correctional Worker - #0170

Two years • Welland Campus • Full-time September

Career Opportunities

- jails • training centres • detention centres • treatment centres • group homes • halfway houses • community resource centres • private agencies

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Early Childhood Education - # 0102

Two years • Welland Campus • Full-time September • also Evening/Weekend College (see page 8)

Career Opportunities

- community nursery schools • day care centres • children's institutions • camps & hospital playrooms • integrated centres • education programs • child care programs for school-aged children

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Educational Resources & Special Needs - #0103

Two years • Welland Campus • Full-time January & September • also Evening/Weekend College (see page 8)

Career Opportunities

- group homes • residences • apartment residential care • workshops • supported employment • life skills programs

Admissions Requirements

- OSSD • or grade 12 equivalency • or mature student status

Human Relations - # 0113

Two years • Welland Campus • Full-time January & September • also Evening/Weekend College (see page 8)

Career Opportunities

- elderly • developmentally delayed • youths in corrections system • as youth employment counsellors • as police officers • industrial & retail sales • customs & excise

Admissions Requirement

- OSSD • or grade 12 equivalency • or mature student status

Law & Security Administration - #0118

Two years • Welland Campus • Full-time January & September • also Evening/Weekend College (see page 8)

Career Opportunities

- police agencies • correctional agencies & services • immigration & public sector agencies such as industry or retail security • private investigator or investigation for insurance & government ministries

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Legal Assistant/Law Clerk (Co-op) - #0425

Two years • Welland Campus • Full-time May & September

Career Opportunities

- law offices • government offices • law department of various corporations

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Recreation Leadership - #0159

Two years • Welland Campus • Full-time January & September • also Evening/Weekend College (see page 8)

Career Opportunities

- municipal recreation departments • senior citizen homes • penal institutions • group homes • hospitals • YM/WCA's • social service agencies • fitness centres • private & commercial agencies

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Social Service Worker - #0123

Two years • Welland Campus • Full-time September • also Evening/Weekend College (see page 8)

Career Opportunities

- special needs of youth • seniors & their families • abused women • unemployed • developmentally &/or physically disabled • addictions • mental health • corrections • income maintenance education

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Environment, Horticulture & Agribusiness

Environmental Health & Safety Co-ordinator (Co-op) - #0731

Two years • St. Catharines Campus • January & September

Career Opportunities

- environmental pollution assessment, prevention & control • environmental & workplace monitoring • health & safety co-ordination • safety & environmental regulation enforcement • waste handling & environmental facility operation • technical support in the areas of environmental analysis, research & development

Admission Requirements

- OSSD with year four math plus one year four science; chemistry is recommended although other sciences and technology sciences are acceptable • or grade 12 equivalency • or mature student status

Environmental Management (Post-diploma) - #0160

See Advanced Studies section on page 8

Horticultural Technician (Co-op) - #0111

Two years • Horticultural Centre, St. Catharines • Full-time January & September

Career Opportunities

- park & golf course maintenance • design, construction & operation of greenhouses • nurseries • landscape design, construction & maintenance • floral design & retailing • pest control • horticultural research & journalism

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

General

General Arts & Science - #0801

One to two years • Welland Campus • Full-time January & September • also Evening/Weekend College (see page 8)

Future Opportunities

- Choose from one of the following tracks: business • technology/ horticulture/environmental •community studies • or media and design.You can choose to graduate with a General Arts & Science diploma • or enter the program when uncertain of career interests • or get started earning credits for programs which are full

Admission Requirements

- OSSD, • or grade 12 equivalency • or mature student status • each applicant may arrange for an interview to explore the various options available

Hospitality & Tourism

Baker

See Apprenticeship Training section on page 5

Baking & Pastry Skills - #0439

Two years • Hospitality & Tourism Centre, Niagara Falls • Full-time January & September

Career Opportunities

- baker • patissier • entrepreneurial opportunities • earn credit hours towards an apprenticeship program

Admission Requirement

- OSSD • or grade 12 equivalency • or mature student status

Cook

See Apprenticeship Training section on page 5

Culinary Skills - #0435

Two years • Hospitality & Tourism Centre, Niagara Falls • Full-time January & September

Career Opportunities

- hotel kitchens • institutions • restaurants • commercial & industrial catering organizations • entrepreneurial opportunities

Admission Requirements

- OSSD with credits at the basic level • or grade 12 equivalency • or mature student status

Hotel & Restaurant Administration (Co-op) - #0407

Three years • Hospitality & Tourism Centre, Niagara Falls • Full-time January & September

Career Opportunities

- general manager in full-service, small to mid-sized hotel property • front office manager • hotel sales manager • food & beverage manager

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Tourism, Tours & Attractions (Co-op) - #0428

Two years • Hospitality & Tourism Centre, Niagara Falls • Full-time January & September

Career Opportunities

- tourist attraction operators • tour wholesalers • visitor/ convention bureaus • government tourist information centres • international hostelling associations •Walt Disney World

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Media & Design

Broadcasting - Radio, Television & Film - # 0122

Three years • Welland Campus • Full-time September

Career Opportunities

- cable operations • independent production houses • public relations • sales • recording studios • industrial units • documentary, commercial, industrial & feature film opportunities

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Cultural Resources Management (Post-diploma) - #0174

Three years • Welland Campus • Full-time September

Career Opportunities

- staff designer in interior design or architect's firm • furnishings

Interactive Multimedia (Post-diploma) -#0175

See Advanced Studies section on page 8

Interior Design - #0127

Three years • Welland Campus • Full-time September

Career Opportunities

- staff designer in interior design or architect's firm • furnishings

sales • manufacturer's representative • design consultation • design sales

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Journalism - Print - #0114

Two years • Welland Campus • Full-time January & September

Career Opportunities

- smaller daily & weekly newspapers • trade journals • news departments of radio & television stations

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status • 70 per cent in year four English

Public Relations (Post-diploma) - #0171

See Advanced Studies section on page 8

Visual, Creative, Arts - Design - #0135

Two years • Welland Campus • Full-time September

Career Opportunities

- design industry • advertising & marketing • illustration • package design • display design • printed surface design • signage

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status

Nursing Studies

Nursing - #0996

Three years • Mack Nursing Education Centre, St. Catharines • Full-time January & September

Career Opportunities

- nurses, at the entry level, in hospitals & other health-care agencies in Canada, U.S. & elsewhere • community health centres • home care settings • nursing homes • physician's offices • government institutions • industrial organizations • private practice

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status • senior level credits in two sciences, one chemistry and either physics or biology • credits in senior level advanced math or math for technology at the year three level • certification in First Aid • Cardiopulmonary Resuscitation (CPR) • information questionnaire • attendance at an orientation session • complete a college confidential health information form • also see Health Science Preparatory program

Practical Nursing - #0900

One year • Mack Nursing Education Centre, St. Catharines • Full-time January & September • also Evening/Weekend College (see page 8)

Career Opportunities

- agencies providing health care

Admission Requirements

- OSSD • or grade 12 equivalency • or mature student status • chemistry, physics or biology • certification in First Aid • Cardiopulmonary Resuscitation (CPR) • information questionnaire • attendance at a group orientation • complete a college confidential health information form • also see Health Science Preparatory program

Technology

Computer Programmer - #0411

Two years • Welland Campus • Full-time January & September (common with Computer Programmer/Analyst program)

Career Opportunities

- application programming • database programming • software & network support • customer support • systems analysis/design • technical sales

Admissions Requirements

- OSSD • or grade 12 equivalency • or mature student status • see story bottom of page 3

Computer Programmer/Analyst (Co-op)* - # 0414

Five terms • Welland Campus • Full-time January & September (common first two years with Computer Programmer)

Career Opportunities

- systems analysis/design • database administration/programming • application programming • software & network support • network integration/administration • customer support • technical sales

Admissions Requirements

- OSSD • or grade 12 equivalency • or mature student status • see story bottom of page 3

Construction Engineering Technology - Architecture - #0708

Three years • Welland Campus • Full-time September

Career Opportunities

- estimators • quantity surveyors • drafting technician, architectural, consulting & municipal engineering offices • purchasers • surveyors • field supervisors • assistant managers in construction-related areas

Admissions Requirements

- OSSD • or grade 12 equivalency • or mature student status

Electrical/Electronics Engineering Technician - #0726

Two years • Welland Campus • Full-time January & September

Two options with common first year, then choose your specialty: Electrical or Electronics

Career Opportunities - Electrical
• design (CAD), drafting • maintenance, service & sales technician
• electrical apprenticeships for construction & maintenance electricians • public utilities • industrial plants • electrical manufacturing firms • suppliers • electrical contractors • engineering consultants

Career Opportunities - Electronics
• maintenance • sales • service • calibration • research • installation • product improvement • manufacturing • government • commercial & industrial electronic firms • instrumentation & biomedical electronics

Admissions Requirements
• OSSD • or grade 12 equivalency • or mature student status

Engineering Technology (Co-op) - #0716

Three years • Welland Campus • Full-time January & September
Four options with common first year, then choose your specialty:
Computer, Electrical-Power Systems, Electronics or Microelectronics

Career Opportunities - Computer
• program development • electronic design • construction of digital & computer-based products • computer manufacturers & retailers • high-technology companies • businesses using computers in the workplace

Career Opportunities - Electrical - Power Systems
• plant engineering • technical sales & service representatives • marketing • design engineering • maintenance of instruments & systems • public utilities • manufacturing companies • industrial plants • engineering firms • analysis of electronic systems • modifying design of equipment • installation & testing instruments & industrial computers • writing technical reports

Career Opportunities - Electronics
• design & development • sales & marketing • maintenance, installation & servicing variety of components & equipment in various fields • engineering or electronics firms • manufacturing industries • electronic installation & servicing firms • government institutions

Career Opportunities - Microelectronics
• microelectronics processing • semiconductor equipment maintenance • quality assurance • automated testing • robotic equipment programming • circuit design & layout • electronic packaging

Admission Requirements
• OSSD with senior level physics & year four technological or advanced math • or grade 12 equivalency • or mature student status • see stories on pages 3, 4 and 11

Library Computer Network Operations (Post-diploma) - #0729

See Advanced Studies section on page 8

Manufacturing/Mechanical Engineering Technology (Co-op) - #0725

Four years • Welland Campus • Full-time January & September
Two options with common first year, then choose your specialty:
Manufacturing or Mechanical

Career Opportunities - Manufacturing
• aerospace • automotive • bio-technical industries • production/ process engineering • motion & time study • computer-assisted design (CAD) & drafting • robotics & animated systems • computer integrated manufacturing • rapid prototyping • technical sales & marketing • operating your own manufacturing business

Career Opportunities - Mechanical
• assisting project & plant engineers with design of new equipment • redesign of existing equipment • maintenance of factory production equipment • assisting research & development engineers in planning, design setup & conduct of experimental tests on mechanical components & systems • technical sales

Admission Requirements
• OSSD with senior level physics and year four technological or advanced math • or grade 12 equivalency • or mature student status • requires the purchase of a laptop computer • see story on page 4

Network Administrator (Post-diploma) - #0732

See Advanced Studies section

Advanced Studies

Advanced training is critical today for starting a career or keeping up with change. These programs are designed to keep you competitive in the complex, shifting and challenging marketplace of jobs and career paths. Applicants should have a college diploma or university degree, but some may be admitted if they have significant professional work experience in a related field. Also refer to the section on Prior Learning Assessment (PLA) which may provide the opportunity to get credit for life and work experience.

For more information, contact:
Marketing & Communications, Niagara College
P.O. Box 1005, 300 Woodlawn Rd., Welland, ON L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7771
Fax (905) 735-5671

Cultural Resources Management (Post-diploma) - #0174

Two semesters • Welland Historical Museum, Welland • Full-time September

Career Opportunities
• gallery assistant • museum assistant • assistant education officer/ education officer • technical curatorial assistant • assistant public relations/marketing officer • assistant collections administrator •

assistant financial administrator

Admission Requirements
• college diploma • or university degree • or OSSD, or grade 12 equivalency, or mature student status plus work experience at a cultural institution

Environmental Management (Post-diploma) - #0160

One year • St. Catharines Campus • Full-time January & September

Career Opportunities
• environmental protection, waste reduction & management • pollution prevent & control • integrated environmental management • environmental auditing • recycling co-ordination • corporate greening • environmental sales • environmental research

Admission Requirements
• college diploma • or university degree • or OSSD, or grade 12 equivalency, or mature student status plus a minimum of five years' related work experience

Interactive Multimedia (Post-diploma) -#0175

One year • Welland Campus • Full-time September

Career Opportunities
• multimedia production facilities • video post-production • cable television • newspapers • advertising agencies • educational institutions • health care facilities • business & industry • recreation & tourism • private trainers

Admission Requirements
• college diploma • or university degree • or OSSD, or grade 12 equivalency, or mature student status plus a minimum of related work experience • applicants must display strong computer skills

International Trade (Post-diploma) - #0408

One year • Welland Campus • Full-time September

Career Opportunities
• international marketing • sales • distribution & logistics • international finance administration • import/export management • cultural relations • disciplines determined by individual's background & area of interest

Admission Requirements
• college diploma • or university degree • or OSSD, or grade 12 equivalency, or mature student status plus relevant work experience

Library Computer Network Operations (Post-diploma) - #0729

• Two semesters • Welland Campus • September

Career Opportunities
• systems librarian • library systems assistant • library system manager • library computer specialist

Admission Requirements
• college Library Techniques diploma or Technician certificate, or • university Library Science degree • or OSSD, or grade 12 equivalency, or mature student status plus at least five years' experience in a library and/or employed in an automated library • demonstrate basic working knowledge of microcomputer environment

Network Administrator (Post-diploma) - #0732

Two semesters • Welland Campus • September

Career Opportunities
In small to medium-sized business as network administrator • computer communications expert • information technology expert

Admission Requirements
• college business administration or computer or electronic engineering technology diploma • or university degree program in a related field

Public Relations (Post-diploma) - #0171

One year • Welland Campus • Full-time September • also Evening/ Weekend College (see information on this page)

Career Opportunities
• communication technician, co-ordinator or officer • corporate writer/editor • promotion assistant • public relations assistant • special events co-ordinator • information officer • fundraising officer

Admission Requirements
• graduate from a college diploma program, or • graduate from a university degree program, or • OSSD, or grade 12 equivalency, or mature student status with minimum of five years' of related work experience

How to Apply Access Division

Application procedures vary for the programs listed on page 5. For specific information, contact:
Access Division, Niagara College, St. Catharines Campus
59 Welland Vale Rd., St. Catharines, ON L2R 6V6
Tel. (905) 684-4315 • Fax (905) 684-3167

Apprenticeship Training

Programs start in September or October; see pages five and six for program information.

Apply directly to:
Apprenticeship Branch, Ontario Training Adjustment Board (OTAB)
3550 Schmon Parkway, Thorold, ON L2V 4Y6
Tel. (905) 988-5528 • Fax (905) 988-9520

✓ - spaces are still open in this program for September (as of June 20, 1995)

Post-secondary & Advanced Study Programs (full-time)

Applications are now being accepted for programs starting this September which still have places open. We encourage you to act quickly, since applications are received daily. You may obtain the application form directly from Ontario College Application Service or the Marketing and Communications, Niagara College
P. O. Box 1005, 300 Woodlawn Rd., Welland ON L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7771
Fax (905) 735-5671

Applications must be submitted directly to:
Ontario College Application Service (OCAS)
P.O. Box 810, 370 Speedvale Ave. W., Guelph, ON. N1H 7M7
Tel. (519) 763-4725

Evening/Weekend College

This flexible delivery mode allows you the opportunity to complete certain post-secondary or advanced study programs without having to attend classes during the day. The admission procedure is the same as stated above for full-time programs. Courses are offered through the School of Lifelong Learning in three terms starting in September, January and May on evenings and/or weekends. The Continuing Education calendar, distributed three times annually, lists courses offered each term. The next one will be out in early August with registration starting Aug. 8.

For more information, contact:
Continuing Education, Niagara College
P. O. Box 1005, 300 Woodlawn Rd., Welland ON L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7510
Fax (905) 735-2286

Technical & Skills Training

For all programs, except those which must be purchased by HRDC; see page 5 for program information.

Apply directly at:
Registration Services, Niagara College
P.O. Box 1005, 300 Woodlawn Rd., Welland, ON L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7475
Fax (905) 735-0419

Mature Student Status

You may apply as a mature student if you will be at least 19 years of age at the start of the program, and pass an admissions test administered by the college to assess math and English skills. Candidates registered as full-time secondary school students, at or below the grade 12 level, are considered as mature applicants only with a recommendation from their secondary school principal. Contact Counselling Services.

Counselling Services

Niagara College's Counselling Services provide career and vocational counselling free of charge to prospective students. If you are just not sure what career path to choose, our qualified counsellors can help you assess your talents and interests and match them up with the appropriate educational plan. The office is open all summer, but please allow extra time for an appointment since it is vacation time.

For more information, contact:
Counselling Services, Niagara College
P. O. Box 1005, 300 Woodlawn Rd., Welland ON L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7780

Advanced Standing & Prior Learning Assessment (PLA)

Advanced Standing
Applicants may be exempted from courses at Niagara College based on course work completed at recognized post-secondary institutions. Time should be allowed for transcripts to be forwarded since it may take a number of weeks. The 1995-96 fee for block assessments is \$60.

Prior Learning Assessment (PLA)
The concept of Prior Learning Assessment (PLA) is based on the belief that many adults acquire college-level learning and skills through work experience, community work, non-credit courses, self-directed study and study at other educational institutions. PLA evaluates this learning and relates it to formal college-level courses and programs. Adults who have successfully challenged a given course or courses, by demonstrating or documenting that they have achieved the course objectives, will be granted college credits. Applicants must be at least 19 years of age, or have earned an Ontario Secondary School Diploma (OSSD). PLA is intended for students who are resuming their education rather than those continuing directly from secondary school. Applicants are not required to enrol in their program of choice before requesting PLA, but may wish to, particularly if the program is a very popular one. Time should also be allowed for the PLA process since it may take a number of weeks. The 1995-96 PLA assessment fee, per course, is \$60.

For more information, contact:
PLA/ Advanced Standing Office, Niagara College
P. O. Box 1005, 300 Woodlawn Rd., Welland ON L3B 5S2
Tel. (905) 735-2211 • 382-2383 • 384-9769, ext. 7491

Co-operative Education

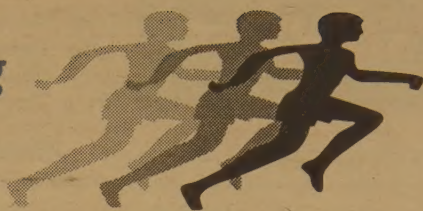
Niagara College has 17 co-op education programs, in the business, environmental, legal, technology, and hospitality and tourism fields, with paid, career-related work experience that focuses on academic and personal goals. This is a win-win opportunity with learners gaining valuable on-the-job experience and employers having the chance to evaluate their performance. Obtaining employment is a joint effort between the learner and the co-op education department, and learners must meet a minimum grade in their core courses in order to be eligible for work placements.

For more information, contact
Co-operative Education & Career Services, Niagara College
P.O. Box 1005, 300 Woodlawn Rd., Welland On L3B 5S2
Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7777

Refer to the Would You Like to Know More section on page 12 to:

- receive more information about programs starting this September
- get an application form or information about the Ontario Student Assistance Program (OSAP)
- reserve your copy of the 1996 Career Guide with information about programs starting in January, May and September '96 (available in early September)
- book a campus tour; we have a Student Ambassador working part-time all summer.

Get a Running Start



Graduates of the Running Start course, offered by the Niagara College Innovation Centre, can expect more than just meeting the mandatory requirements for the New Ventures and Youth Ventures loan application process. "We've found that since the inception of the program, the approval rate of those applying for New Venture or Youth Venture loans has increased," said Steve Stunt of the Innovation Centre.

The 10.5 hour course is presented in partnership with the college, the Ministry of Economic Development and Trade, and the Canadian Bankers Association. It was designed to help potential business owners develop their business skills and improve their chances of success. "We get a lot of calls from people who want to start their own businesses, and because this course addresses their immediate concerns, it helps them get off on the right foot," said Stunt.

Topics covered by Running Start include: entrepreneurial self-assessment, writing the business plan, legal issues, strategies for effective marketing, advertising, and small business financing. Upon successful completion, participants receive a letter of completion which must be presented at the bank when a New Venture or a Youth Venture loan application is made. Although

completing the course does not guarantee loan approval, it puts the prospective owner in a better position to present his or her business plan to the bank.

Jim Baker, account manager Small Business at the Royal Bank in downtown St. Catharines, has spoken to several classes. "Since the inception of the Running Start program, we have seen an improvement in the quality of applications made under the New Venture and Youth Venture loan programs," he said. "We encourage people starting a small business to investigate these programs to see if they may assist with initial financing requirements."

After completing the program, Chris Miotto of Thorold felt that one of its strongest points was Stunt as the instructor. "Because of his own experiences, Steve was able to give us lots of insights as to what to expect. He is an excellent advisor and instructor."

Miotto was successful in his application for a New Ventures loan, and has started his new business, Sportsvision, which creates, organizes and implements unique sporting events for niche markets.

Running Start is held every month.

The entrepreneurship programs at the Niagara College Innovation Centre are for people who know what they want and are prepared to go after it, said Barb Okanik, manager of the School of Business and Entrepreneurship. Successful students are typically realistic, serious, and committed to self-employment as a viable, rewarding career. All full-time Niagara College programs will now have access to courses in entrepreneurship. In cases where the courses are not a part of the regular curriculum, learners will have the option of selecting an entrepreneurship course as a general education elective.

Niagara College Innovation Centre Results speak for themselves

- Number of businesses successfully launched by clients: **more than 100**
- Gross revenue of those clients: **more than \$1-million**
- Amount of business financing accessed by clients: **more than \$500,000**
- Number of business programs concerning new enterprise development the centre has helped develop: **eight**
- **Entrepreneur of the Year award** Provincial Community Economic Development Conference 1994, won by client Dave Gibson

More and more of our clients are achieving self-sufficiency through the centre's support!

ENTREPRENEURS' INVENTORY

Have you ever had the urge to start your own business? If you have, and you possess the following characteristics, you're already on your way.

- Self starter
- People-oriented
- Energetic
- Positive attitude
- Achievement-oriented
- Creative/innovative
- Good communication skills
- Motivated for success

At the Niagara College School of Business and Entrepreneurship, we have the program which will help you reach your goal.

Putting the innovators into business

Do you have a great idea for a new business or product you've been dying to launch? How about the drive to succeed as your own boss, but you need some help with the details? The Niagara College Innovation Centre was established with you in mind.

With the centre's help, it took only two years for more than 100 clients to launch successful new business ventures and collectively gross more than \$1-million. Ranging from contracting companies to music academies to sports endeavors, the centre's clients have made a substantial contribution to the Niagara Region's economy.

Programs at the Innovation Centre have been created with the needs of the individual learner in mind. The staff encourages self-employment as a real, viable career option and help their clients develop the knowledge and learn the skills necessary to be a success in their new ventures.

Barb Okanik, manager of the School of Business and Entrepreneurship, feels that much of the strength of the Innovation Centre lies in two areas: its entrepreneurial team of highly-motivated, energetic staff, and its Entrepreneurs' Network of more than 50 members of the business community who act as mentors, consultants and guest lecturers.

Rick Hesp is typical of both the quality of the Entrepreneurs' Network and the spirit of the Innovation Centre itself. A lawyer specializing in small business law and real estate, Hesp teaches clients at the centre about the legal issues involved in setting up a business. He identifies strongly with the people he is teaching. "It wasn't that long ago that I set up my own practice, and I know how confusing it can be," he said. "There are so many different things with which to deal. By working with the Innovation

Centre and acting as a legal resource for its clients, I can help reduce some of the intimidation every entrepreneur feels."

The most commonly asked questions, Hesp said, concern registering business names, trademark issues, and securing business loans. All of his students receive a checklist of the different types of licences, registrations and other documents they must complete.

Hesp is a firm believer in the importance of small business to the community and economy. "Small business has been the driving force of the economy in the past, and when they prosper you also see growth in the economy. Giving entrepreneurs the tools they need to succeed will lead to prosperity in the future."



Barb Okanik. Photo: Thies Bogner.

Barb Okanik

The Niagara College Innovation Centre is managed by Barb Okanik, whose professional background includes human resource management, financial management and business education. A graduate of Brock University with a BA in psychology, Okanik is completing her MEd thesis on self-employed individuals.

She holds various positions in the business community, including president of the board of directors of the Niagara Community Loan Fund, founding board member of the Association of Self Employment Developers of Ontario (AESDO) and a member of the Enterprise '95 committee (Entrepreneur of the Year awards).

Okanik is excited about the progress achieved at the Innovation Centre in just two years. One of her primary goals for 1995 is to work with the faculty and staff of the School of Business and Entrepreneurship and others across the college to encourage entrepreneurship within all fields of study. She lives in Fonthill with her husband and two children.

Be a homepreneur

- HOME-BASED BUSINESS IS THE FASTEST GROWING FORM OF ENTREPRENEURSHIP IN CANADA
 - UP TO THREE MILLION CANADIANS, OR 26 PER CENT OF THE WORKFORCE, ARE SELF-EMPLOYED AT HOME
- SOURCE: NATIONAL HOME BUSINESS INSTITUTE

OPERATING A BUSINESS FROM HOME REQUIRES LESS START-UP INVESTMENT, LESS OPERATING OVERHEAD AND ALLOWS FLEXIBLE HOURS OF WORK. THE NIAGARA COLLEGE INNOVATION CENTRE BEGAN A NEW PROGRAM IN JUNE DESIGNED ESPECIALLY FOR HOMEpreneurs.

IN THE SPIRIT OF HOME-BASED BUSINESSES, THE PROGRAM IS OFFERED IN THE DISTANCE EDUCATION MODE, WHICH ALLOWS LEARNERS TO COMPLETE ASSIGNMENTS AND STUDY SESSIONS IN THEIR OWN HOMES AT THEIR OWN PACE. WORKSHOPS HELD AT THE ST. CATHARINES CAMPUS TEACH PARTICIPANTS' GLOBAL NETWORKING FROM HOME, BUSINESS MANAGEMENT SKILLS, HOW TO ESTABLISH HOME-BASED BUSINESS OPERATIONS, TAKE ADVANTAGE OF AVAILABLE TECHNOLOGY AND USE THE INTERNET AS A MARKETING TOOL. ONE YEAR OF MENTORING AND CONSULTING SERVICES IS ALSO PROVIDED FOR EACH PARTICIPANT.

If you would like more information about any of the programs offered by the Innovation Centre, please call (905) 684-4315 and the following extension:

Community Enterprise: ext. 2429

Running Start: ext. 2429

Homepreneurship: ext. 2450

Self-Employment Assistance: ext. 2453

DEFINITION OF AN ENTREPRENEUR - SOMEONE WHO:

- (a) brings together various resources in order to pursue a venture that addresses some need, want, or problem in an innovative way;
- (b) sees what others have not seen and has the courage and skill to act on the opportunities perceived;
- (c) is an "agent of change" who challenges the status quo;
- (d) takes controllable risks (which are different from gambles).

source: *Entrepreneurship Studies*, 1990

From U.I. to self-employed

Recipients of unemployment insurance who would like to explore self-employment possibilities can now receive training through the Niagara College Innovation Centre.

"Niagara College is very proud to be offering the Self-Employment Assistance (SEA) program," said John Saso, college president. "This program can open doors for people who are building new futures, and it fits in well with the college's philosophy of working with our community."

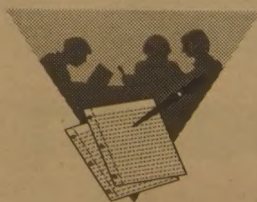
Niagara College delivers the Self-Employment Assistance program in St. Catharines and Niagara Falls.

The one-year program is open to unemployment insurance recipients who are committed to self-employment as a career option.

"Self-employment assistance, sponsored by Human Resources Development Canada (HRDC), is an action-oriented program that helps entrepreneurs launch their plans for new ventures.

"The mentoring component of the program is critical for providing practical, hands-on support for successful start-up," said Wilson Nichols of HRDC. Orientation sessions are con-

ducted on an ongoing basis for unemployment insurance recipients who are interested in learning more about the program.



All applicants must be approved by HRDC and submit a business plan, which is reviewed by a selection committee prior to admittance. Staff at the Innovation Centre are available to help applicants prepare their business plans.

Call centres: new field rich in career potential

Today's growth-oriented businesses are on the lookout for ways to increase sales and promote customer satisfaction, but want to spend less time and money in the process. More and more successful companies are looking to call centres to eliminate geographical barriers and time restraints and still close the sale and keep the customer satisfied.

Call centres will play an important role in the future of sales and marketing. Fibre optic networks have linked business developers, suppliers and consumers together to allow call centres access to a world-wide customer base.

Crucial to the smooth operation of any call centre is its management, which, according to the Incoming Calls Management Institute, is "the art of having the right number of people in their seats at the right times, to accurately forecast the number of incoming calls, and to ensure that each one is answered at a customer-service level and with quality."

This means, says Danielle Brown, co-ordinator of the Call Centre Management program at Niagara College, that it is the responsibility of call centre managers to ensure that their centres are adequately staffed to handle all calls with a consistently high level of service and quality. "These managers need skills unique to the call centre industry, and it takes time and the right training to develop them. And because this field is in a tremendous period of growth, those who are qualified will be in great demand."

Call Centre Management is a one-year certificate program at Niagara College which prepares its graduates for careers as call centre managers. The program will be offered during evenings and weekends to better fit its learners' lifestyles.

Courses include ethics and customer service, effective selling by telephone, applied management techniques, financial management and budgeting and business reports. Learners

will also spend 100 hours throughout the term gaining practical experience in a functioning call centre.

In order to be admitted to the program, applicants must have at least one year of call centre experience or have completed the related three-week Call Centre Preparatory course, offered by Niagara College in August, or its equivalent.

"The proliferation of central 1-800 telephone numbers illustrates the growth of call centres," says Brown. "Catalogue shopping, hotel reservations and auto club help lines are just a few areas which depend on call centres; they are a cost efficient way of offering 24-hour customer service programs."

According to Brown, Niagara College has sought the advice of call centre practitioners and has partnered with one of Canada's leading call centres in the Niagara Region, to develop comprehensive and relevant course curriculum for this program. A fibre optic network at the Welland Campus is under construction and will connect learners and staff to information, equipment, buildings and the wider community. As well, because the college is located in the multilingual Niagara peninsula, it offers a ready source of potential call centre operators and management personnel.

"People looking for an exciting, well-paying career in a field with limitless possibilities should consider call centre management," says Brown. "This is a great opportunity to get in on the ground floor of a profession which will continue its rapid growth well into the next century."

Custom-designed call centre programs are also available for companies looking to train or upgrade their staff.

This program starts in September. For more information, see page 6 - Call Centre Management #0443.

Prepare for success

Terri Champion

People with an interest in entrepreneurship and a flair for working with others have new opportunities available to them through the full-time, two-year Business-Retail Management and Business-Sales programs.

Terri Champion, professor in both programs, admits that many people find the idea of a career in entrepreneurship or sales very intimidating, but they shouldn't let that attitude hold them back. "The programs have been structured to allow learners to experience success," she said. "All projects and assignments give real experience while lessening anxiety and increasing the learner's comfort level in a sales or retail environment."

Curriculum for the two programs has been based on feedback from entrepreneurs and owners of small and medium-sized companies. "It's businesses of that size that are creating most of the new career opportunities," Champion said. "We asked the owners, 'What qualities do our learners need in order to succeed?'"

A number of learners enrolled in Business-Retail Management or Business-Sales have returned to college after spending some time in the workforce. They have realized that they need additional education in order to advance their careers or to succeed as entrepreneurs.

The programs share a common first year with subjects such

as entrepreneurship, marketing, customer service, consumer psychology and human resource management.

In the second year, learners select their area of specialization - retail management or sales. Those who decide on the Business-Sales program study advertising and sales promotions, advertising applications, sales presentations and account management. The Business-Retail Management program places more emphasis on entrepreneurship by offering courses in creative advertising, merchandising, business operations, entrepreneurial management and sales.

The remainder of the curriculum is composed of courses common to both programs, including economics, new ventures development, business systems and applications, and marketing management.

While the face of the workplace continues to change, there will always be a need for people with an entrepreneurial background, Champion feels.

"That type of knowledge is needed in virtually every industry. Everyone has something to sell, whether it is a product, a service or even an idea. Learners enrolled in either program have prepared themselves for careers that will last well into the future."

These programs start in September. For more information, see page 6 - Business-Retail Management #0437 and Business-Sales #0412.

TERRI CHAMPION BRINGS A DIVERSE BACKGROUND TO HER POSITION AS PROFESSOR IN THE BUSINESS - SALES AND BUSINESS - RETAIL MANAGEMENT PROGRAMS.

BEFORE JOINING NIAGARA COLLEGE IN SEPTEMBER 1994, CHAMPION GAINED EXPERIENCE IN BOTH THE BUSINESS AND ACADEMIC SIDES OF MARKETING AND SALES. SHE SPENT THREE YEARS IN THE SALES AND MARKETING DIVISION OF FORD MOTOR COMPANY OF CANADA LIMITED IN OAKVILLE, WHERE SHE WAS NOMINATED FOR FORD'S CUSTOMER QUALITY AWARDS PROGRAM FOR SALES OPERATIONS.

CHAMPION HAS ALSO WORKED AS A CONSULTANT FOR THE BROCK UNIVERSITY SMALL BUSINESS CONSULTING SERVICE, AND AS AN ACCOUNT EXECUTIVE FOR E.A. ROGERS & ASSOCIATES, A MARKET RESEARCH SERVICE IN ETOBICOKE. SHE GAINED TEACHING EXPERIENCE AS AN INSTRUCTOR FOR THE NIAGARA SOUTH BOARD OF EDUCATION, WHERE SHE TAUGHT AT THE NEW ENTERPRISE STORE IN 1993, AND WITH BROCK UNIVERSITY FACULTY OF MANAGEMENT AND MARKETING AS A SEMINAR LEADER.

CHAMPION HAS AN HONORS BUS. ADMIN. (BROCK) IN MARKETING AND A BEd (BROCK).

Women Mean Business...

According to the Women Inventors' Project of Etobicoke, women represent the fastest growing segment of the small business sector, and by the year 2000 will account for one-third of all self-employed people.

Percentage of all employed women in Canada who were self-employed in 1990: 9.3

Percentage of women in the workforce with children at home: 60 - 70

Between 1990 and 1992, number of employees in Canada who lost their jobs: 385,000

Between 1990 and 1992, increase in number of self-employed Canadians: 56,000

Between 1992 and 1994, number of people hired in

Canada: 240,000 -

Percentage gain: 2.3

Between 1992 and 1994, number of people in Canada who became self-employed: 171,000

Percentage gain: 9.4

In the services, retail and transportation sectors, employee growth rate was greater for women-owned businesses than for comparable firms owned by men. In most industries and regions of Canada, businesses owned by women are achieving higher levels of productivity than firms owned by men.

source: Globe and Mail, January 16, 1995, "Why workers are becoming their own bosses"



Canadian Call Centre Statistics

Average number of incoming calls handled per day: 403

Percentage increase since 1990: 134

Average number of outbound calls handled per day: 222

Percentage increase since 1990: 59

Percentage of outbound sales calls resulting in a sale: 34

Percentage of inbound sales calls resulting in a sale: 59

Percentage that rate their operation as successful or extremely successful: 95

Percentage that expect their operations to continue indefinitely: 92

Percentage established to improve their customer service: 86 - in 1990: 74

Percentage with a full-time manager or director: 75

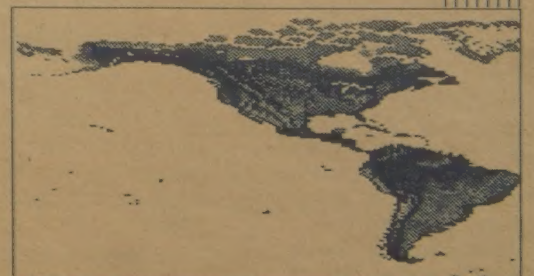
Percentage increase since 1990: 45

Percentage that expect their operations to expand over the next five years: 49

Percentage projecting increases in staff, systems upgrades and training programs: 70

Percentage using call centres to handle:

- inquiries or complaints: 89
- Post-sale customer service: 73
- Technical assistance: 62
- Pre-sale inquiries: 61
- Orders/reservations: 61
- Help line: 54
- Order entry: 52
- Collections: 51
- Open new account: 51



Other uses for call centres are upsell or cross sell, warranty and repair, message centres, introduce specials, dispatch functions, banking and brokerage (respondents were allowed to list more than one use, therefore total will be greater than 100 percent).

Statistics and photo courtesy of Bell Canada/Stentor Canadian Network Management Inc.

Top 10 Reasons

- WHY EMPLOYERS HIRE OUR BUSINESS SALES AND BUSINESS RETAIL MANAGEMENT GRADS
10. They have a **desire to learn** which doesn't end with college.
 9. They **embrace change**.
 8. They have **enthusiastic outlooks**.
 7. They exhibit **leadership abilities**.
 6. They are **creative thinkers**.
 5. They use **well-developed problem-solving abilities**.

4. They possess **teamwork abilities**.
 3. They have **good oral and written communication skills**.
 2. Their **interpersonal skills are excellent**.
- And the number one reason why employers hire our Business - Sales and Business - Retail Management grads:
1. They have **entrepreneurial mindsets!**

For more information about the **Business - Sales, Business - Retail Management** or **Call Centre Management** programs, see page 6 or contact: **Marketing & Communications** Tel. (905) 735-2211 • 384-9760 • 382-2383, ext. 7771 or Fax (905) 735-5671

A SAMPLE OF CAREER OPPORTUNITIES FOR GRADUATES OF BUSINESS - SALES AND BUSINESS - RETAIL MANAGEMENT PROGRAMS:

- **entrepreneur**
- **product/service representatives**
- **marketing trainee**
- **retail sales/management**
- **advertising/media sales**
- **sales consultant**
- **small business management**
- **customer service representative**



Al Godin Co-ordinating Labour Studies

Al Godin is the new co-ordinator of Labour Studies, responsible for more than 60 courses offered through part-time studies, including workshops and seminars.

The college offers a Labour Studies Certificate program with courses of interest to officers, stewards, committee members and rank and file union members from the shop floor to the office to the health care setting.

Godin, who has been working with unions for 25 years, is a

former president of the St. Catharines local Canadian Union of Postal Workers and Letter Carriers for 14 years and of the St. Catharines Labour Council for another four. His most recent position was national director for the Ontario Region of the Canadian Union of Postal Workers (CUPW), based in London, ON.

Godin has already rolled up his sleeves and is well into the task of reviewing, adapting and updating existing courses, developing new ones and working with local unions to establish an advisory committee. He says that in union education a "worker teaching a worker" is the key.

Several new courses will be offered this Fall, including five different health & safety courses (level one and two), four courses brand new to Niagara encompassing health care, social program and job crisis issues, and courses aimed at developing local union leadership/the steward body and the membership.

For more information about Labour Studies, or to obtain the new course brochure, contact Godin at (905) 641-2252, ext. 4029.

Do you have room?

Welland residents wanting to expand their international horizons without leaving the comfort of their own homes should consider becoming a part of Niagara College's Homestay program.

The program provides local accommodation for students from abroad while they are enrolled at the Welland Campus.

Although students pay a monthly fee to their Homestay families to cover room and board, the benefits go far beyond the monetary, according to Jos Nolle, manager of International Education. "This is a very enriching experience for the families," he said. "Not only do they get the opportunity to learn how people live

and work in other countries, they also learn of Canada's unrivalled reputation as a host country. Long-lasting friendships often develop in the true spirit of the global village."

For first-time host families, a short-term stay of two to five weeks is

recommended, for which a number of students will be arriving in July. Families living within walking or biking distance of the Niagara College Welland Campus are ideal

Homestay candidates for this group of students. Longer-term students arrived this month and are also expected in September.

To become a Homestay family, contact the International Education department at (905) 735-2211 • 384-9760 • 382-2383, ext. 7717 or fax (905) 735-2413.

James Sim Institute works with dental community

The James Sim Institute for Continuing Dental Education, located at the Niagara College Welland Campus, offers area dental professionals and their staff the opportunity to continue their studies closer to home.

The Royal College of Dental Surgeons requires dentists to complete 90 hours of accredited courses over three years. Prior to the opening of the Sim Institute in August 1994, they had to travel at least as far as Toronto to get the credits they needed.

Niagara College courses held in the fall included oral pathology and infection control, with demystifying the TMD splint and aesthetic veneers and more during the winter. Those two hands-on seminars were developed and conducted by Dr. John Marotta of Welland for the Ontario Dental Association. Brasseleur Canada sponsored the seminars and Ivoclar Vivadent provided supplies for the seminar studying aesthetic veneers.

Courses and seminars are designed around feedback received by attendees, according to Annette Schulz, development officer at the Sim Institute. "We want to be pro-active and aware of public trends. That way, we can supply training to meet the needs of people in our area before the need becomes critical."

When registered nurses working in oral surgery expressed interest in a program in dental radiography but were unable to attend the evening classes, an intensive version of the same course, five full days in length, was developed. Dental Radiography for Registered Nurses in Oral Surgery will be held July 10 to 14 at the Welland Campus with successful participants receiving certification from the Healing Arts Radiation Protection (HARP) branch of the Ontario Ministry of Health.

All dental professionals rely on their staff, says Schulz, so many of the courses are team-oriented. At the aesthetic veneer seminar, many dentists attended with their dental assistants.

Reaching Your Practice Potential, a one-day seminar scheduled for Dec. 1 in Hamilton, will focus on topics vital to creating successful dental teams.

The James Sim Institute looked to Niagara College when forming its advisory council. Of the 10 Ontario dental professionals comprising its membership, five are Niagara College staff members. Marilyn Goulding, RDH; Carole Ono, RDH; Brenda Moffatt and Billie Atkinson are faculty members of the Niagara College Dental Assistant and Dental Hygiene programs. Dr. Ted Henderson is both faculty member and dental consultant to all Niagara College dental programs.

While the Sim Institute is emphasizing scientifically valid information which has clinical applications in its courses, its main thrust is to interact with the local community.

"WE WANT LOCAL DENTAL PROFESSIONALS TO DEVELOP A SENSE OF OWNERSHIP TOWARDS THE SIM INSTITUTE. THAT'S WHY WE DEPEND SO HEAVILY ON FEEDBACK WHEN WE DEVELOP OUR COURSES. WE WANT TO FORM A PARTNERSHIP WITH OUR DENTAL PROFESSIONALS."
— ANNETTE SCHULZ, DEVELOPMENT OFFICER.

For more information about the James Sim Institute or any of its courses, call (905) 735-2211 • 384-9760 • 382-2383, ext. 7704 or 7514.

Annette Schulz earned an Honours Bus. Admin. (Brock) and a Masters degree in Applied Environmental Studies (Waterloo). Prior to joining Niagara College in July, 1994, she spent four years working in the Greater Hamilton Economic Development department.

Register Now for these upcoming courses at the James Sim Institute:

DENTAL RADIOGRAPHY FOR REGISTERED NURSES IN ORAL SURGERY
MONDAY, JULY 10 TO FRIDAY, JULY 14,

THE SCIENCE OF OCCLUSIONS
WITH DR. WILLIAM H. MCHORRIS, DDS
FRIDAY, OCT. 13

REACHING YOUR PRACTICE POTENTIAL WITH LINDA MILES
FRIDAY, DEC. 1

DENTOTHERAPEUTICS
WITH DR. SEBASTIAN CIANCIO, DDS
FRIDAY, NOV. 3

A COURSE IN INTRA-ORAL SKILLS FOR DENTAL ASSISTANTS IS ALSO PLANNED FOR FALL 1995.
FOR MORE INFORMATION, CALL (905) 735-2211 • 384-9760 • 382-2383, EXT. 7704 OR 7514.

Clarence Showalter receives national recognition

Clarence Showalter, a Computer Engineering Technology student at Niagara College, was awarded an honorable mention in the first Co-op Student of the Year competition. The Canadian Association for Co-operative Education (CAFCE) sponsors the award, which is open to any student enrolled in a college or university co-op program in Canada.

Criteria for the award includes outstanding achievements during co-op work experience, academic accomplishments and involvement in community and extracurricular activities.

Showalter spent six months at Densmore Tool and Die in St. Catharines where he earned high praise from company management for surpassing their expectations and implementing a computer system which resulted in numerous improvements and cost savings. Although his co-op period ended, Showalter has been retained by Densmore Tool and Die as an on-call software consultant during his sixth term.

Showalter maintained a President's Honor Roll standing throughout the five academic terms he has completed at Niagara College. He was awarded the Institute of Electrical and Electronic Engineers (IEEE) Academic Achievement Award in 1993 and 1994, the Niagara Peninsula Electrical Maintenance Association Academic Award and the Thomas Strawford Award in 1992. In his spare time, he has been a peer tutor, lab teaching assistant, UNIX SUPERUSER, IEEE vice-chair, and for the past three years, a Niagara College computer bulletin board systems operator (SYSOP).

"MY COMBINED EXPERIENCES OVER THE PAST FOUR YEARS PROVE TO ME THAT A CO-OPERATIVE EDUCATION NOT ONLY CREATES A WELL-ROUNDED STUDENT, IT ALSO CREATES A WELL-ROUNDED PERSON," SAID SHOWALTER. "THIS SHOULD HELP ME ESTABLISH MY CAREER IN THE COMPUTER INDUSTRY."

Stephen Kranabetter from the University of Victoria in B.C. won the award.

This program starts in September. For more information, see page 8 - Engineering Technology (Co-op) #0716.



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NEW!

Beginning this Fall, anyone with an existing Niagara College Student I. D. number and a touchtone telephone will be able to obtain information about Continuing Education courses, and register for courses, using the new system

known as NICC - Niagara's Interactive Call Connection.

Full instructions on how to access the system will appear in the centre pages of the Continuing Education calendar which will be distributed the first week of August, with registration

starting Aug. 8. NICC is being run as a pilot project for Continuing Education but the plan is to expand the system to include the many other divisions of Niagara College in due course. Listen for NICC in the Fall!

NICC

Niagara's Interactive Call Connection

Continuing Education at your fingertips - that's "NICC!"



Jerry Salfi: a man of many interests

When residents of the Niagara peninsula were watching live coverage of the Blossom Festival Parade last month, they were also watching the hard work of Niagara College staff member Jerry Salfi.

As producer of the parade's coverage, Salfi put together a team consisting of alumni and students of the college's Broadcasting — Radio, Television and Film program. Now in his 22nd year at the college, Salfi's diverse background has made him a valuable resource for staff and students alike.

After graduating from the Broadcasting program in 1972, and following a short stint at CJRN radio, Salfi joined the college in the Instructional Television department. Today he

is part of the Marketing and Communications team where he is editor of the internal staff newsletter, and works on a variety of projects including other publications, media relations, student recruitment and video production. While he really enjoys his job, he has another interest just as important.

"I've always been involved in the entertainment field," Salfi said. "I was in my first band in 1965, and I've been a card-carrying member of the musician's union since 1967." He is now a member of two bands — Chaser, a classic rock and roll band, and the Night Shift Blues Band — and provides vocals and plays bass guitar for both.

When he needs a break from working and playing, Salfi escapes to his 25-foot sailboat, *After Midnight*. "I used to think that sailing was a rich man's sport, but in 1982 I took out a small sailboat when I was on vacation and I was hooked," he said. After learning the sport through courses in the Caribbean and involvement with the Canadian Power and Sail Squadrons, Salfi helped establish the Niagara College Sailing School, where he still teaches when his schedule permits.

The Niagara Falls native admits to being curious — about almost everything. "That's why I work in video production; when I work on a video, I learn about its subject. And I want to always keep on learning," he said.

Blanco Lira from Mexico is a winner

Demonstrating how to dance the merengue and being crowned king at a sock hop were not quite what Gerardo Blanco Lira, from Mexico, expected to experience when he came to Niagara College to study English as a Second Language.

This rather unique milestone in Blanco Lira's life was part of a cultural

experience trip to Normandy Community School in Ayton, ON, organized by Susan Vandenboom, co-ordinator of the college's English as a Second Language program.

Vandenboom rented a van to take her 13 students from Japan, Korea, Thailand, Lebanon, Hong Kong, Taiwan and Mexico to spend time with grade eight students taught by a close friend of hers. This is the third year for her annual trek.

The Niagara visitors were billeted with local students and some came to school the next morning on a yellow

banana bus, a new experience for many. They spent the morning working in pairs to make presentations about their countries, making passports for their hosts and writing their names in the different languages. During the afternoon, the groups took turns interviewing one another from pre-prepared questions and playing a jeopardy-type game as part of the day's evaluation.

The event ended with the International students joining the sock hop for grade seven and eight students.

Join our international network

Niagara College is offering a unique experience to people who think on a global scale: the opportunity to help shape the future direction of the college as it expands into the international marketplace.

George Repar, director of International and Joint Ventures, is actively recruiting community members who have been involved in international activities, training, project management or extensive travel. Their purpose will be to help Niagara College build networks and partnerships with international agencies and companies and to assist in the process of internationalizing the college community. "I want to involve the community by recruiting people

with the expertise we need to be our ambassadors abroad," he said.

The college is establishing the Niagara International Network, a voluntary association of community members interested

experiences of people who have participated globally and will use their experience and commitment to advance institutional and business opportunities." Repar said.

As the college seeks global partnerships, it wants to draw upon the rich base of international experience which Repar feels is so clearly resident in the Niagara community. "We want our community at large to be part of our success in our international operations."

For more information about how you can become part of the Niagara International Network, call (905) 735-2211 • 384-9760 • 382-2383, ext. 7737 or fax (905) 735-2413.



in working in some capacity with the college's international operations. "We will be establishing a database to identify the skills and

Don't miss our Sailing School Open House at Port Dalhousie Harbour on Sunday, July 2

Located on the shore of Lake Ontario at the Port Dalhousie Pier Marina, the Niagara College Sailing School provides keelboat sailing instruction and a variety of other leisure sailing and boating activities.

The school, launched in 1991, uses a fleet of four Shark 24's for all its on-the-water instruction. The Canadian-designed and built Shark is one of Canada's most popular "one-design" sailboats. It's noted for being safe, reliable and very stable making it a perfect classroom for students. Sharks have been sailed from Detroit to the Bahamas, from Germany to Iceland, from North America to Australia and a modified version of the Shark was raced single-handed across the Atlantic Ocean. Each boat is equipped with Canada Coast Guard recommended safety gear, including life jackets and VHF radios.

The Sailing School offers courses ranging from a six-hour sailing-for-beginners program through basic, intermediate and advance keelboat cruising levels. Most students get started with the 27-hour basic keelboat cruising course which is designed for the novice with little or no experience on the water.

"I wanted to take a course in sailing so I could learn the basics and become confident on any boat. I got what I came for," said Rev. Kim Unrau. "With patient, qualified instructors, the class was an excellent value."

Teachers at the Sailing School are Canadian Yachting Association (CYA) certified in-

structors with proven teaching skills and sailing experience. Niagara College is a member of the Ontario Sailing Association, Canadian Yachting Association and the American Yachting Association, and is qualified to test toward certification within any of these organizations.

"One of the best deals at the college is the Sailing School. My wife and I took the Basic Keelboat Cruising course and the whole family is having fun with the Niagara College Sailing

Club," said Graham Noble.

Graduates of the school's Basic Sailing program are eligible to join the Niagara College Sailing Club. Members can use the college boats without direct supervision of an instructor. There are various membership options and prices allowing members to tailor their sailing time to their lifestyle. It's a way to get a season of sailing without the expense of owning your own boat.

A unique feature of the Sailing School is the Junior Sailing program set up for young people from 12 to 16 years old. Through a combination of on-the-water demonstration, practice and games, students learn the parts of a boat, rigging, points of sail, basic sailing manoeuvres and safety. This is a one-week program from Monday to Friday and involves close supervision, including a supervised lunch break.

"The Junior Sailing School is a great adventure for young people and a way to learn teamwork and self reliance and have fun doing it," said Shirley Tomovic, development officer for the sailing school.

The Niagara College Sailing School will be holding its annual open house at the Lighthouse on the east pier of the Port Dalhousie Harbour on Sunday, July 2 from 10 a.m. to 5 p.m. The classroom/office is located in the lighthouse and visitors will be able to inspect the boats, talk to instructors and enjoy a complimentary sail.

For information, call the Sailing School at (905) 646-9655.



SHARK specifications

Length: 24 ft.
Beam: 6 ft. 10 in.
draft: 3 ft.
Weight: 2,200 lbs.
SAIL AREA:
Main: 117 sq. ft.
Jib: 85 sq. ft.
Genoa: 128 sq. ft.
Spinnaker: 263 sq. ft.

Would You Like to Know More?

If you would like more information about Niagara College, any of the programs offered here, or on any of the items featured in this issue of N-Compass, please complete and return this coupon to:

Marketing & Communications, Niagara College
300 Woodlawn Rd., P. O. Box 1005, Welland, ON L3B 5S2
or call: (905) 735-2211 • 384-9760 • 382-2383, ext. 7771, or fax (905) 735-5671

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